

DISTRIBUTION AGE

A CHILTON  PUBLICATION

JUNE 1959

ANNUAL EQUIPMENT REVIEW



DA INDUSTRIAL TRUCK SPECIFICATIONS PAGE 71



Towmotor one-truck "fleet"!

Operating one of the new Towmotor Fork Lift Trucks is like having a fleet. A *multiple-threat* to your material handling costs!

Fifteen standard Towmotor fork lift trucks are so compact they drive under *six-foot doorways* . . . deposit loads *inside* boxcars and trailers . . . enter *elevators* for fast floor-to-floor service . . . skim through *4-foot aisles* safely. And all stack capacity loads to maximum heights, indoors and outdoors, with positive control!

Let us send you complete information. Ask for *Certified Job Studies* applying to your own business—and the new *Pace-Maker Booklet SP-23*. Write Towmotor Corporation, Cleveland 10, Ohio.

TOWMOTOR
THE ONE-MAN-GANG

-GERLINGER

LEADERS FOR 40 YEARS IN BUILDING
FORK LIFT TRUCKS, CARRIERS AND TRACTORS

Gerlinger Carrier Co. is a subsidiary of Towmotor Corporation

Circle No. 1 on Card, Facing Page 55, for more information

PAN AM CUTS CARGO RATES AS MUCH AS 54%

TRANSATLANTIC CLIPPER® CARGO RATES

Effective May 1st, these new transatlantic cargo rates from New York can give the Pan Am Profit Lift even greater meaning for you, your business, your markets and suppliers overseas. And with these important savings you still get FIVE SERVICE EXCLUSIVES AVAILABLE ONLY WITH THE PAN AM PROFIT LIFT:

1. FASTEST DELIVERY to all the world. No other airline can match Pan Am's number of *direct* flights to and from all 6 continents.
2. FASTEST, SUREST RESERVATIONS. You can check available space on any Pan Am flight from the U. S. in just 4 seconds, thanks to "PAT"—electronic Pan Am Teleregister. Reserved or unreserved, *all* Clipper Cargo is *expedited*.

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AUTOMOBILES,
AGRICULTURAL
MACHINERY**



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rates as low as 35¢ per lb. (100 lb. min.)

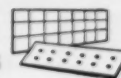
**CHEMICALS, DRUGS,
PHARMACEUTICALS,
DYES AND RESINS**



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rates as low as 40¢ per lb. (550 lb. min.)

**ELECTRONIC
CONTROL PANELS**



43%

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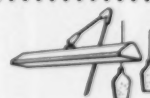
**ELECTRIC AND/OR
MECHANICAL
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**LIGHTING
FIXTURES**



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LACE



41%

rates as low as 35¢ per lb. (100 lb. min.) **westbound only**

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COMPUTING
MACHINES**



54%

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3. MOST EXPERIENCED AIR CARGO CARRIER. Pan Am handles more overseas cargo than any other airline. You get *expert* service all the way!

4. MOST MODERN AIR FLEET. Up-to-the-minute equipment includes pressurized and temperature-controlled planes for even the most delicate cargo.

5. DOORSTEP SERVICE FROM ANYWHERE IN THE U.S. Call your cargo agent, forwarder or nearest Pan American office. Pan Am does the rest.

Take advantage of Pan Am's new cargo rates. To check the rate from your local city call your cargo agent, freight forwarder, or PAA (in New York, STillwell 6-7341).

PAN AM CLIPPER CARGO

*Trade Mark, Reg. U. S. Pat. Off.

FASTEST DELIVERY TO ALL THE WORLD



JUNE 1959

1



*It moves big shipments or small ones
with equal ease and economy . . .*

FLEXIBLE SERVICE with Eastern Express, Inc. designs complete shipping programs; provides for prompt *individual* shipments, too. A whole fleet or five square feet . . . it's up to you.

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JUNE 1959

DA DISTRIBUTION AGE

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JUNE 1959

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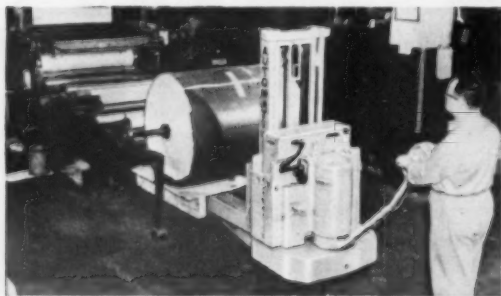
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AUTOMATIC



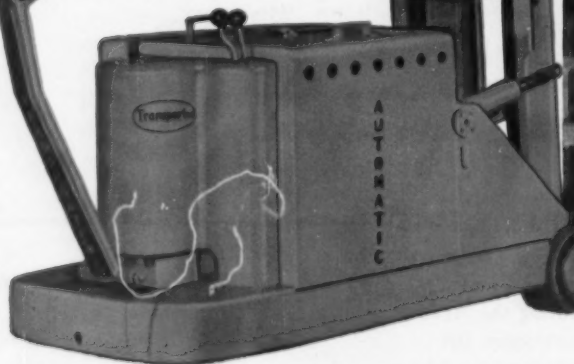
Low-lift pallet Transporter with skid adapter handles both pallets and skids. Model WP has narrow battery compartment for normal use in congested areas... Model WPY has wide battery for heavy-duty use. Models WP and WPY available in capacities of 4000 lbs. and up.



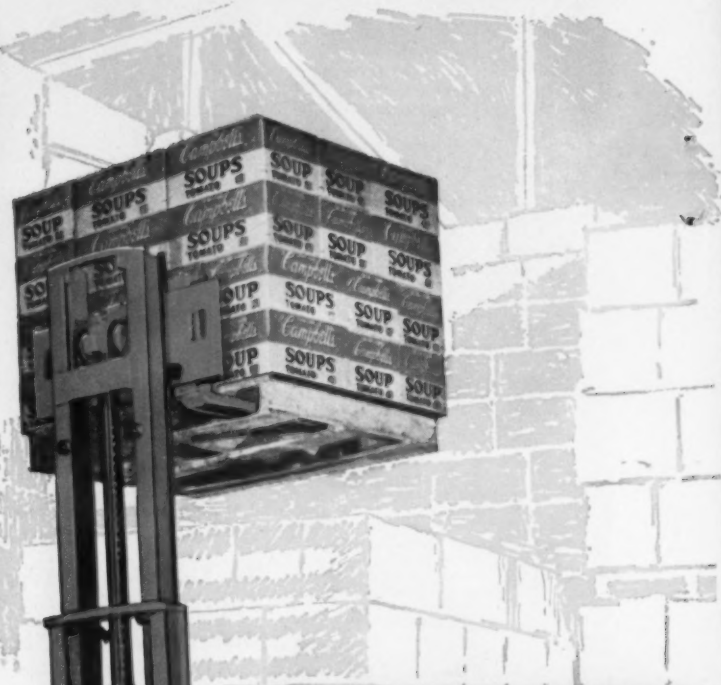
High-lift Platform Stacker spots bulky skidded loads in production or storage areas. Model WLT...capacities 2000 lbs. and up.



High stacking for pallet racks or unit loads, yet easily enters low over-the-road trucks. Only Automatic offers the NEW SKYLIFT Mast...68" mast lifts 144"...for cantilever type stackers in 2000 lb. and 3000 lb. capacity. WST Model available in 1000 to 4000 lbs. capacities.



Straddle stackers handle loads in extremely narrow aisles. Load is carried on forks between outrigger arms...eliminates need for counterweight. Model WAT capacities range from 2000 to 15,000 lbs.

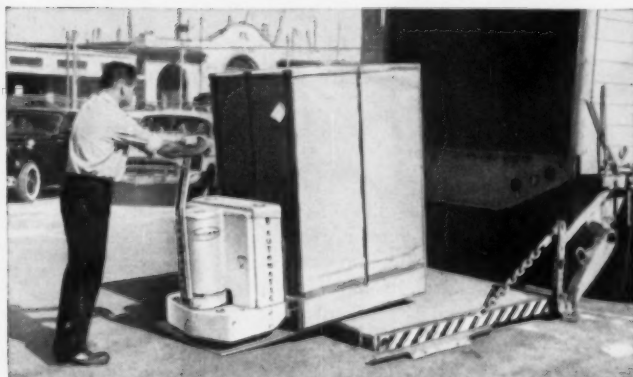


Transporters

Versatile... Compact... Powerful...

and how they'll cut your handling costs!

For the 1001 jobs in your plant that a walkie-type truck can do, it's your best materials handling buy, dollar for dollar. Walkies naturally cost much less than rider type trucks. So, the same money buys you more units...mechanizes more jobs with greater plant efficiency. The lightweight walkie costs less to operate...and can work easily in areas unsafe or too crowded for the larger, heavier rider-type trucks, yet performs essentially the same functions.



Transporter carried on truck speeds deliveries of skid loads of paper by the use of hydraulic tail gate. Model WW has narrow battery compartment for normal use in congested areas... WWY has wide battery compartment for heavy-duty use. Models WW and WWY available in capacities of 4000 lbs. and up.

Find exactly what you need in

Automatic's Complete Transporter Line

There's an *Automatic Transporter* that's exactly right for your needs. If it isn't among the "popular six" shown here, you'll surely find it among the 50 standard models which can be varied to satisfy the most highly specialized requirements. And...you can have that just-right Transporter on convenient lease or budget purchase terms if you wish.



Walkie-rider tractor speeds the selection of order picking...one of several tractor models. Capacities range from 200 lbs. normal to 1000 lbs. breakaway drawbar pull.



Cost less to own... less to operate

AUTOMATIC

TRANSPORTATION COMPANY

Division of The Yale & Towne Manufacturing Company
115 West 87th Street—Dept. H-9A—Chicago 20, Illinois
**WORLD'S LARGEST EXCLUSIVE BUILDER OF
ELECTRIC-DRIVEN INDUSTRIAL TRUCKS**



SEND FOR FREE ILLUSTRATED BOOKLET

16 pages of informative facts, figures and illustrations reflecting the latest knowledge in materials handling techniques. A reliable guide to finding the right solution for your materials handling problems. Send for your free copy today.

AUTOMATIC TRANSPORTATION COMPANY

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- ☐ Send me a free copy of Transporter Facts & Factors.
- ☐ Send me details of budget purchase and lease plans.

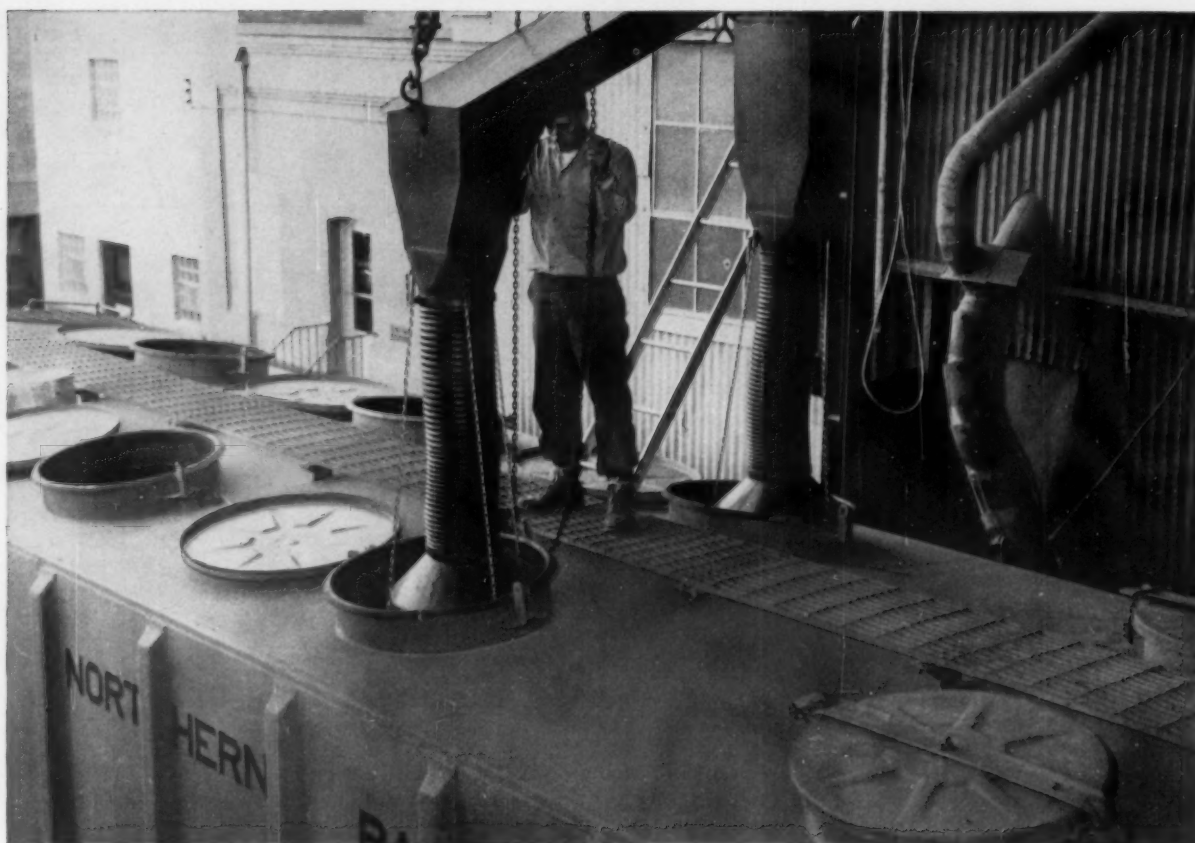
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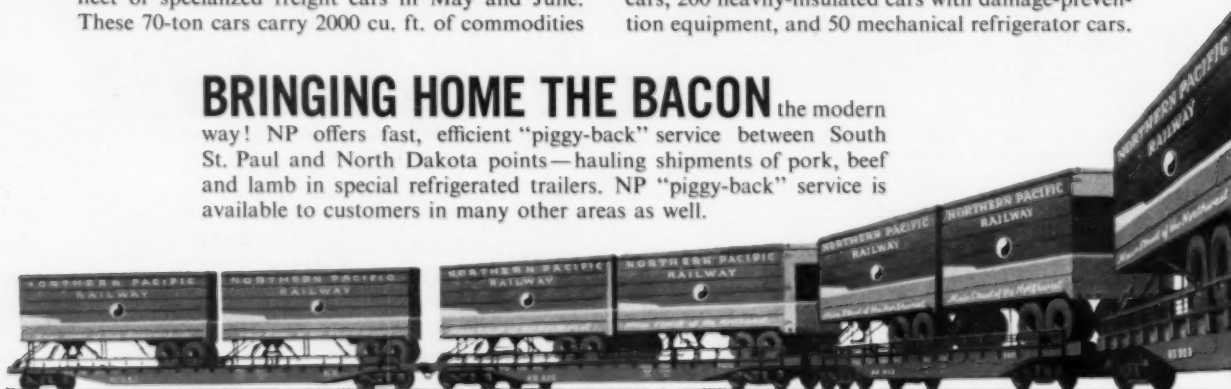


BIG JUMP IN HOPPERS!

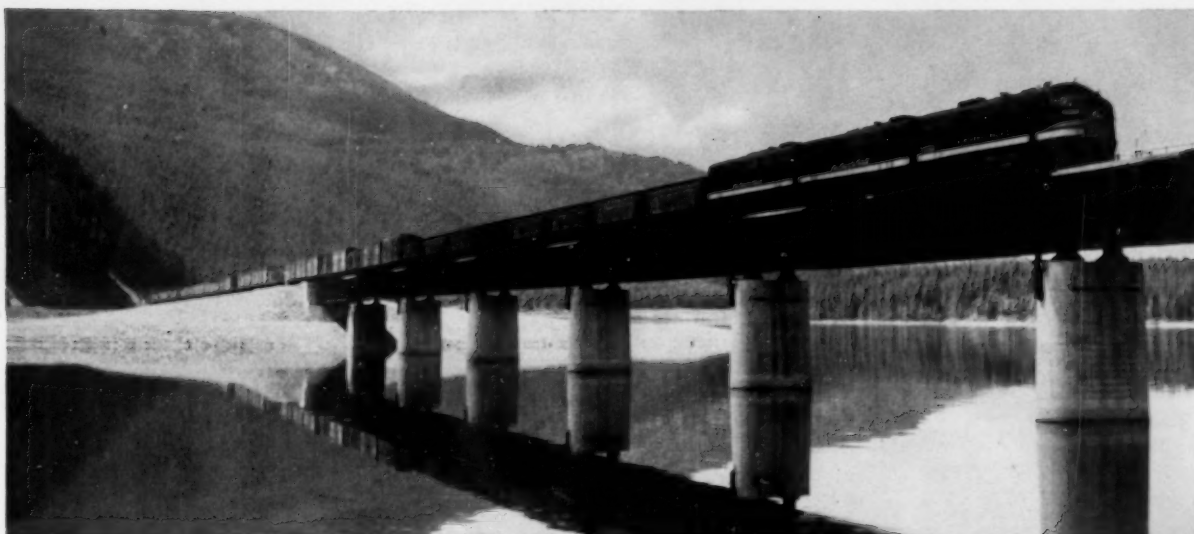
Ninety-nine new covered hoppers joined NP's growing fleet of specialized freight cars in May and June. These 70-ton cars carry 2000 cu. ft. of commodities

such as malt, soybean meal, fish meal, salt, lime, roofing granules and cement. This year, NP's \$12 million freight car building program calls for 800 box cars, 200 heavily-insulated cars with damage-prevention equipment, and 50 mechanical refrigerator cars.

BRINGING HOME THE BACON the modern way! NP offers fast, efficient "piggy-back" service between South St. Paul and North Dakota points—hauling shipments of pork, beef and lamb in special refrigerated trailers. NP "piggy-back" service is available to customers in many other areas as well.



NORTHERN PACIFIC—really terrific!

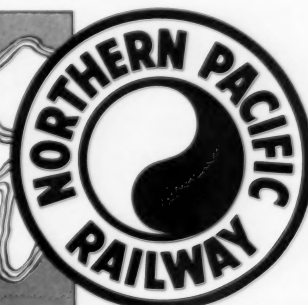
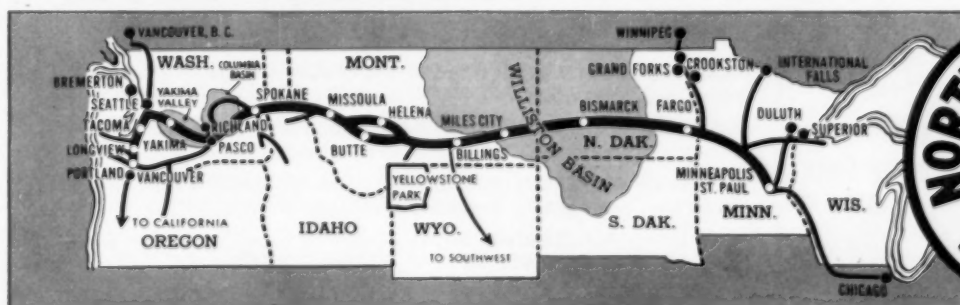


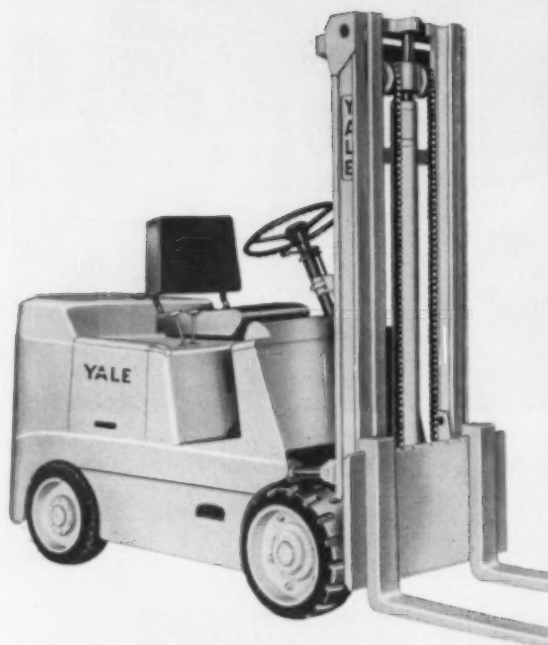
WORTH FRAMING! This magnificent photograph of Northern Pacific's eastbound transcontinental freight crossing a new bridge over the Clark Fork river in western Montana is now

available in a handsome full color reproduction, 25 x 30, ready for framing. For your free copy, write Otto Kopp, Vice President-Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.



WORD GETS AROUND *fast on the NP*—thanks to a recently expanded 2000-mile dial telephone system that links Fargo, Billings, Missoula and Spokane with the Twin Cities, Seattle and Tacoma. New hookup serves over 1200 NP phones, speeds inter-office communications, expedites freight movements. Picture shows conductor in caboose receiving relayed message from dispatcher by radio.





NEW YALE GASOLINE TRUCK LINE...COMPACT DIMENSIONS, 2-SPEED TRANSMISSION PROVIDE FAST CYCLE OPERATIONS. Gives excellent gradeability and high tractive effort. 80'-per-min. lift with full load—fast stacking action. Compact dimensions for high maneuverability, short turning radii. Widest channel roller spacing plus side thrust rollers resist off-center loading, lessen channel wear. Roller-mounted carriage, designed for all types of attachments, has 4 side thrust rollers. Exclusive trail assembly, mounted on dual articulating pins supported in rubber, provides greater stability, cushioned ride. Gasoline or LP-gas. Capacities: 3,000, 4,000, 5,000 lbs.



NEW YALE LOW SILHOUETTE ELECTRIC TRUCK LINE...PRECISE SPEED CONTROL COMBINED WITH SHORT-TURNING MANEUVERABILITY. Mechanically actuated carbon pile speed control—gives smooth starts and acceleration — produces infinite motor speeds! **Easy steering**—dual caster wheels mounted on ball bearings! Short turning radius—good maneuverability! **Low profile**—71" mast height. Available with Triplex Mast. Other features include—hydraulic wheel brakes—removable battery box—H-I single lever control for multiple function attachments. Capacities: 2,000, 3,000 lbs.

NEW LINES OF cut materials handling costs

Other new YALE cost-saving lines

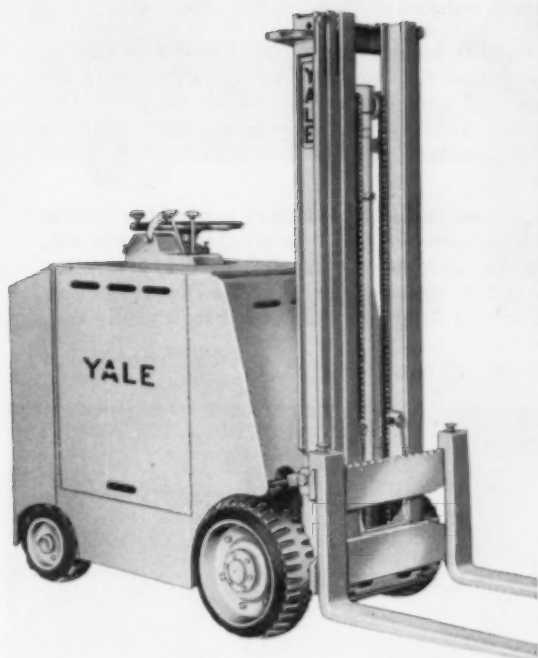
NEW YALE 6,000 LB. CAPACITY ELECTRIC TRUCK—compact! High speed for faster cycle operation.

NEW YALE GASOLINE TRACTOR LINE—speeds indoor and outdoor hauling operations. 3,000, 4,000, 5,000 lbs. ultimate drawbar pull capacity.

NEW YALE WORKSAVER TRACTOR—economically speeds warehouse and trailer train order picking. Drawbar pull capacity: 700 lbs.

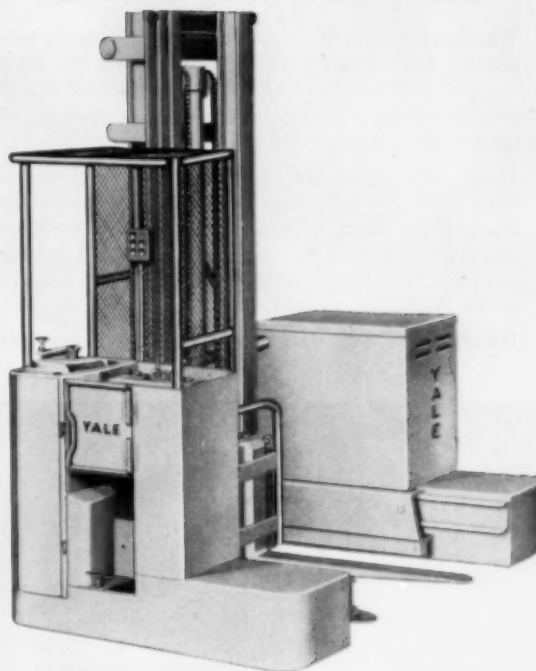
YALE INDUSTRIAL TRACTOR SHOVEL—does 10 hours' work in an 8-hour shift. Carry capacity: 2,500 lbs.

Yale Materials Handling Division, a Division of The Yale & Towne Manufacturing Company. Manufacturing Plants: Philadelphia, Pa., San Leandro, Calif., Forrest City, Ark.



NEW YALE END CONTROL ELECTRIC TRUCK LINE SPEEDS OPERATIONS THROUGH RECYCLING SPEED CONTROL.

Automatic recycling speed control—speeds operations! Smooth acceleration—4 speeds forward and reverse with time delay between speeds for smooth acceleration! Brakes—mechanical brakes in wheels—step up to apply! Available with Triplex Mast. Steering wheel positioned for operator comfort and safety. Short turning radius! H-I single lever control for multiple function attachments. Capacities: 2,000, 3,000 lbs.



NEW YALE SIDE-LOADER ELECTRIC TRUCK LINE PROVIDES NEW CONCEPTS IN WAREHOUSE HANDLING.

Safe, fast handling in narrow aisles, at extreme heights—increases storage space. Easy, accurate load positioning—cuts cycle time in rack position by 50 per cent. Handles palletized or long loads—high flexibility of application. 24-volt system—gives high lifting speed. Wheels rotate 90°—maneuverability in cross aisles. Yale Triplex Mast—rugged, stable, high lift. Capacity: 3,000 lbs.

YALE LIFT TRUCKS to ...increase profits

YALE HEAVY DUTY SERIES G-5 GASOLINE TRUCK—rugged design—compact for fast cycle operation. Capacities 15,000 to 20,000 lbs.

YALE HEAVY DUTY K-410 ELECTRIC TRUCK—heavy industry power—short turning radius. Capacities: 12,000 to 20,000 lbs.

NEW YALE WAREHOUSER with 24-volt system. Straddle or Extend-A-Load models. Capacities: 2,000, 3,000, 4,000 lbs.

Yale Materials Handling Division, Philadelphia 15, Pa.

YALE®

**INDUSTRIAL LIFT TRUCKS
TRACTOR SHOVELS • HOISTS**

YALE & TOWNE

Products: Gasoline, Electric, Diesel and LP-Gas Industrial Lift Trucks • Worksavers • Warehousers • Hand Trucks • Industrial Tractor Shovels • Hand, Air and Electric Hoists
Circle No. 3 on Card, Facing Page 55, for more information

JUNE 1959

9

Here are all-rubber truck dock fenders

—to absorb mounting maintenance costs in the shipping department

Here's your chance to "do something" about constantly splintered loading platforms and the high costs of their too-frequent repairs. It's easy with new M-4 all-rubber Fenders — especially designed to cut maintenance figures in two important ways.

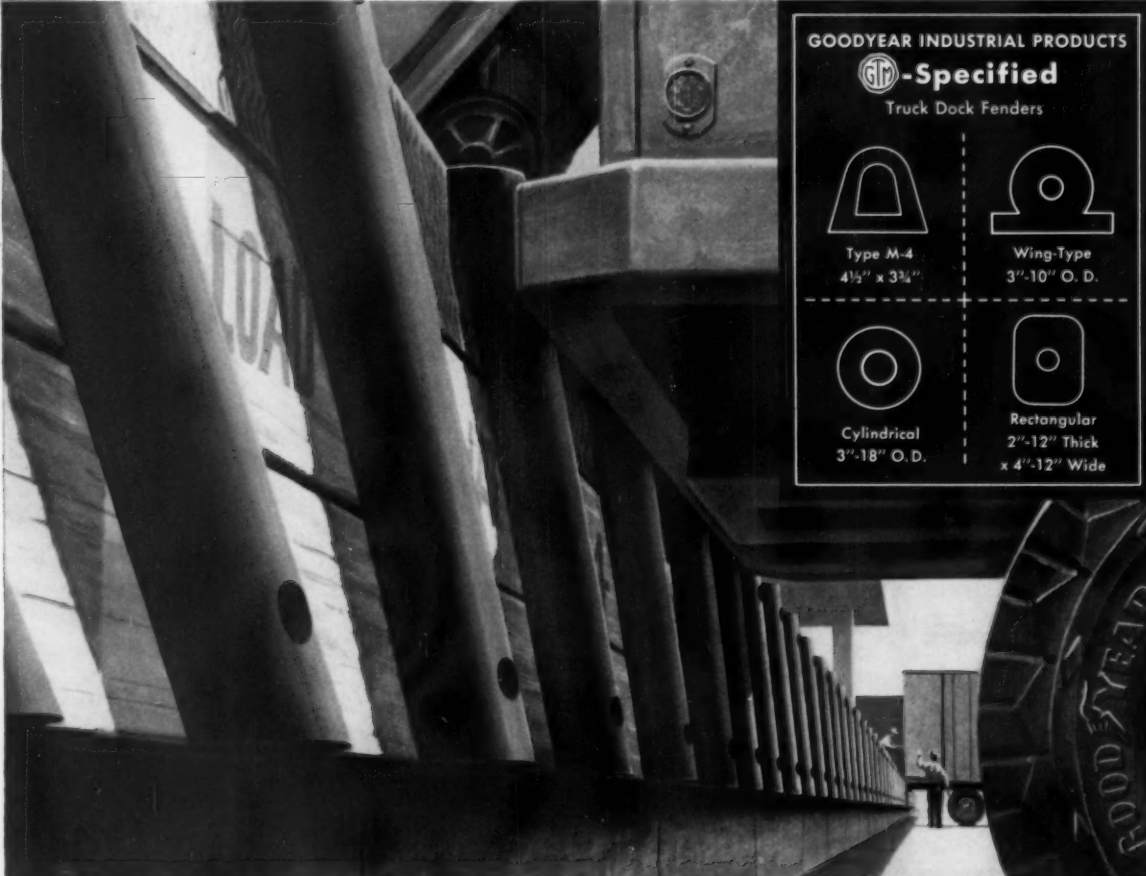
In the first place, the G.T.M.—Goodyear Technical Man — and his associates developed M-4's to make loading-dock faces virtually maintenance free. Even playing backstop to 30-ton trailer-trucks—day in, day out—can do no harm to these highly resilient fenders or the docks they protect.

Second, their new design makes for easy, low-cost


installation whether the dock's faced with wood, concrete or steel. And when the job is finished, all hardware is completely concealed and protected.

Remember, too — an M-4 installation is a *permanent* installation. For they're made of the same cut-, abrasion- and weather-resistant compounds as fenders used in docking giant ocean liners. Some of them have served 25 years without maintenance of any kind.





Why, then, should you continue to pay high loading dock maintenance costs? To cut them to a new low, check on *All-Rubber* M-4 Dock Fenders by contacting the G.T.M. through your Goodyear Distributor — or by writing Goodyear, Industrial Products Division, Akron 16, Ohio.



GOODYEAR INDUSTRIAL PRODUCTS

 -Specified

Truck Dock Fenders

 <p>Type M-4 4½" x 3¾"</p>	 <p>Wing-Type 3"-10" O. D.</p>
 <p>Cylindrical 3"-18" O. D.</p>	 <p>Rectangular 2"-12" Thick x 4"-12" Wide</p>

TRUCK DOCK FENDERS BY

GOOD YEAR

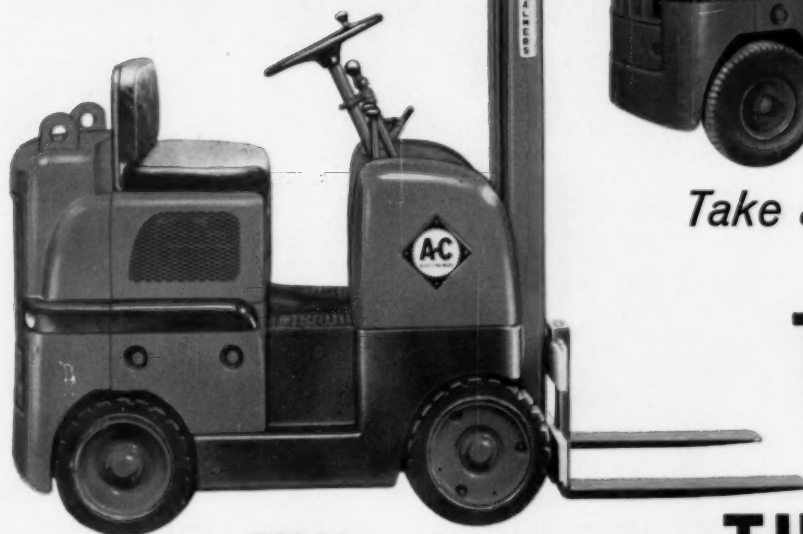
THE GREATEST NAME IN RUBBER

Circle No. 4 on Card, Facing Page 55, for more information

FTB30-15
3,000-lb



FTP20-24
2,000-lb



FT20-24
2,000-lb

*Take another profitable
look at this*

THRIFTY NEW THREESOME

You have unmatched lift truck performance in the 2,000 to 3,000-lb class with the NEW Allis-Chalmers FT20-24, FTP20-24 and FTB30-15. Here's what we mean:

You have full 35 hp — 97 ft-lb of lively torque — from the sturdy, designed-for-the-job industrial engine. This is the most power available in trucks this size.

You have balance and stability, along with the power to climb a 34% grade with pneumatic tires, 40% with cushion tires, loaded. That's *real* performance.

You have maneuverability to turn sharply, spot loads quickly. Operators like the comfort and convenience of these trucks — the way they steer and handle.

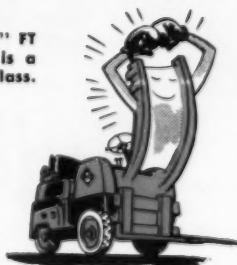
You have "years-ahead" design, with bonus strength from forks to counterweight — and unequaled time-saving serviceability.

Be sure to take another profitable look at this Thrifty NEW Threesome of lift trucks. See your material handling dealer or send coupon for new literature.



ALLIS-CHALMERS

Each New "HEFTY" FT Model Lift Truck is a real champ in its class.



Allis-Chalmers, Material Handling Sales Dept.
Milwaukee 1, Wisconsin

Please send me more information on the following:

☐ FT20-24

☐ FTP20-24

☐ FTB30-15

NAME

COMPANY

ADDRESS

CITY STATE

YOUR ^{ELECTRIC} TRUCK BATTERY

Exide Industrial Division, The Electric Storage Battery Company, Philadelphia 20, Pa.



WHAT! 87% MORE WORK CAPACITY? THIS TRUCK GOT IT WITH EXIDE-IRONCLAD

Can any truck really work two full shifts in succession, moving heavy loads, even up ramps? The one shown above has been doing it successfully for over a year . . . since being equipped with one of the new, more powerful Exide-Ironclad Batteries.

The truck is used to move heavy loads of wood at the State Box Company, Sacramento, Calif. It was purchased originally to work one shift, entirely indoors. But increased production called the truck into service outdoors too. This meant moving up and down ramps such as you see in the picture.

The original battery had a capacity of 500 ampere-hours and fitted into the compartment with room to spare. This was plenty of power for one shift operation, but not enough for the two shifts frequently required during rush seasons.

The new Exide-Ironclad Battery packs 936 ampere-hours and still fits into the same compartment. These more powerful batteries are available in sizes for every electric industrial truck. You get more work capacity . . . more power per dollar.

For more details on the new Exide-Ironclad Batteries, write for a copy of the 8-page, illustrated brochure #6230.



50 years . . . never matched. Exide first patented the tubular positive plate battery in 1909. Today Exide-Ironclad is still unmatched for power, life and economy. Improvement has been constant. And now new materials and construction advances put it farther ahead than ever.



EXIDE CHARGERS SAVE YOU MONEY TWO WAYS

You actually get more charging capacity for the price in these vertical chargers now offered by Exide. Simplified, standardized construction reduces the cost of components, and savings are passed on to you. You also save on upkeep. Clean cooling air is drawn in at the top. So there's less dirt accumulation. Oversize bearings last far longer. In addition, the vertical design saves two-thirds of the

floor or shelf space needed for mounting. Write for the new brochure giving complete information.

Exide®

Circle No. 6 on Card, Facing Page 55, for more information

DISTRIBUTION AGE



"We decided to try New York Central's Flexi-Van when Albany-Chicago service first opened," says Walter Condon, transportation director for B. T. Babbitt, Inc. plants across the country. "It was a risk; any change in a shipping pattern is. *But Flexi-Van rates and reduced handling costs have helped us cut transportation costs to Chicago 30%! We ship six vans a week; get second-morning delivery.*"



"Babbitt has a name for dependability, likes to do business with dependable companies. Central personnel have the reputation for staying on top of the job."



"Vans arrive clean, dry, ready to load. We pack in 37,000 pounds of cleanser. No dunnage is needed. These babies ride smooth."



"Shipment stays sealed till it reaches our Chicago warehouse. Fast service lets us keep inventories small—even with big promotion runs on Bab-O, Glim, and other brands."

W. G. Condon says: "Flexi-Van helped Bab-O cut transportation costs 30%!"



Your freight is loaded, locked in under your supervision.



Van boards freight at trackside. Transfer time, 4 minutes.



Shipment rides low, well cushioned aboard high-speed cars.



Beats trucks on long hauls. Two pick-ups or three deliveries.

New York Central Railroad

Write: Flexi-Van, 466 Lexington Ave., New York 17, N.Y.

Go, van! Go! And this brawny new Dodge hauler can do just that. It has the extra push (up to 210 hp.) to whisk a giant payload through bustling city traffic right on schedule. The oversized four-piston brakes to bring your heaviest cargo to an on-a-dime stop. And the short, short turning radius to wheel into a tight loading area as nimbly as a much smaller truck!

But then . . . that's typical of the dependable Dodge truck you choose—from 4,250-lb. G.V.W. pick-ups to 65,000-lb. G.C.W. Power Giants. Won't you let your Dodge dealer show you all the exclusive Dodge truck features?

today,
it's real smart
to choose **Dodge**
Trucks



This 315-cu.-in. Dodge V-8—featuring exclusive dome-shaped combustion chambers and double-rocker-shaft design—is just one of the three tough Dodge engines you can select for the D400 model shown above. An economical L-head Six and two husky V-8's are available to help you tailor your truck to the job it must do.



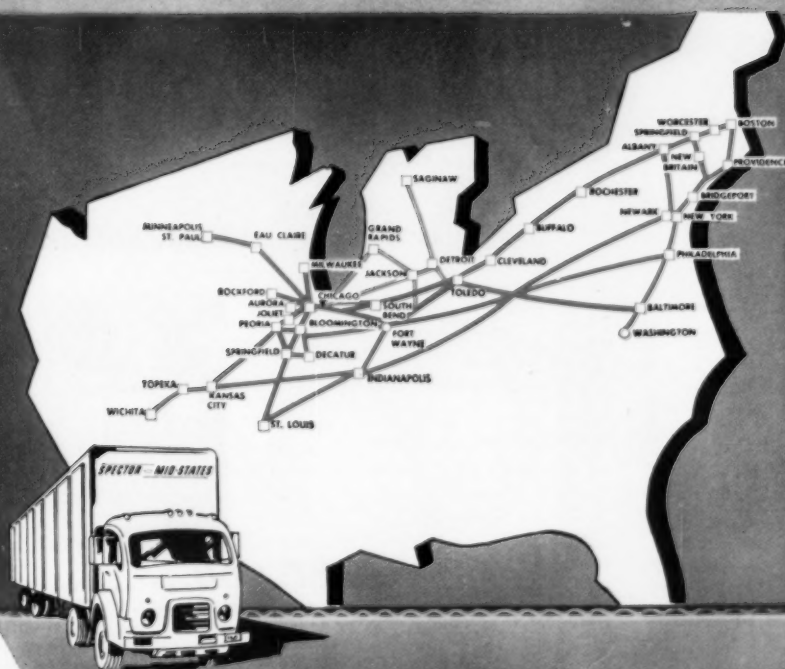
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THE LIFE'S WONDERFUL LINE

SPECTOR

NOW THE COMPLETE LTL PACKAGE

you need to compete
in today's market



Daily scheduled service on your small shipments to more than
30,000 markets throughout the nation . . . (and overseas, too!)

PHONE FOR SCHEDULES, RATES, PICK-UP

FREE PICK-UP ON
ANY SIZE SHIPMENT

FREE DELIVERY
AT DESTINATION

Great American Transport (UNDER SPECTOR MANAGEMENT)

SPECTOR FREIGHT SYSTEM, INC.

General Offices: 3100 South Wolcott Avenue, Chicago 8, Illinois

A GREAT NAME IN LIFT TRUCKS

Hydro-Lectric

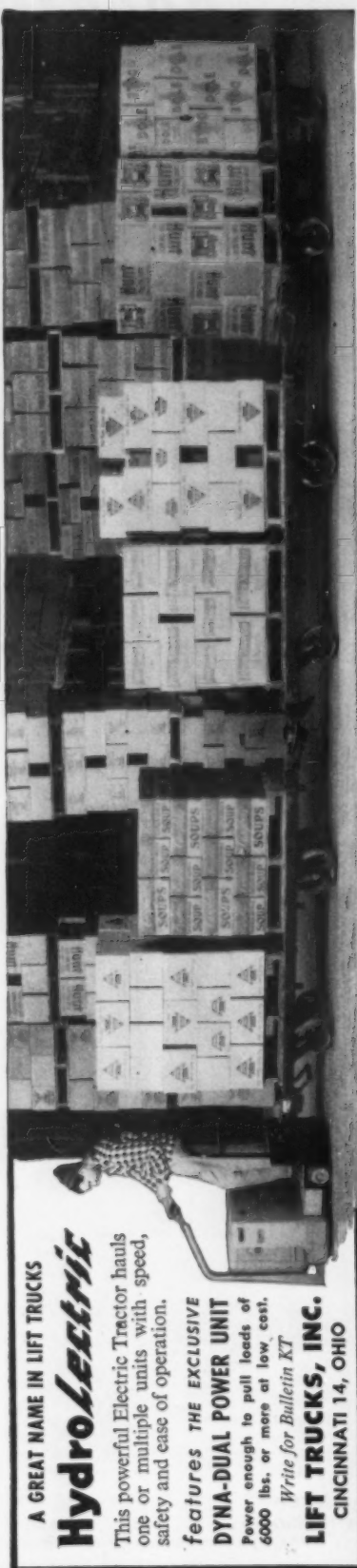
This powerful Electric Tractor hauls one or multiple units with speed, safety and ease of operation.

features THE EXCLUSIVE DYNA-DUAL POWER UNIT

Power enough to pull loads of 6000 lbs. or more at low cost.

Write for Bulletin KT

LIFT TRUCKS, INC.
CINCINNATI 14, OHIO



Circle No. 8 on Card, Facing Page 55
16

Coming Events

June 9-11—AMHS National Material Handling Conference, Cleveland Auditorium, Cleveland.

June 9-12—The Material Handling Institute's Exposition of 1959 and MHI Technical Sessions, Cleveland Auditorium, Cleveland.

June 15-27—Material Handling Training Course, Sixth Annual, Lake Placid Club, Lake Placid, N. Y.

June 21-25—Canadian Warehousemen's Assn., 39th Annual Convention, Breezy Point Lodge, Brainerd, Minn.

June 22-25—National Freight Claim Council, ATA, Sheraton-Cadillac Hotel, Detroit.

June 23-25—Ninth Annual National Forum on Trucking Industrial Relations, ATA, Sheraton Plaza Hotel, Boston.

July 14-17—Allied Van Lines, Annual Meeting, Drake Hotel, Chicago.

Oct. 4-8—New York State Warehousemen's Assn., Convention, Whiteface Inn, Lake Placid, Whiteface, N. Y.

Oct. 11-14—National Defense Transportation Assn., Annual Convention and Logistics Forum, Olympic Hotel, Seattle, Wash.

Oct. 16-17—Heavy-Specialized Carriers Conference, Hotel Biltmore, Los Angeles, Calif.

Oct. 18-23—American Trucking Assn., Annual Convention, Statler Hotel, Los Angeles, Calif.

Shippers' Advisory Boards

June 11-12—Pacific Coast, Long Beach, Calif.

June 16-17—Ohio Valley, Indianapolis, Ind.

June 17-18—Southeast, Nashville, Tenn.
June 18-19—Pacific Northwest, Aberdeen, Wash.

June 24-25—Great Lakes, Detroit, Mich.
July 8-9—Midwest, Milwaukee, Wis.

Sept. 21-22—New England, Poland Springs, Me.

Sept. 23-24—Atlantic States, Rochester, N. Y.



Stay Ahead—Always Ship... **RINGSBY ROCKET**



WE SEE YOU...

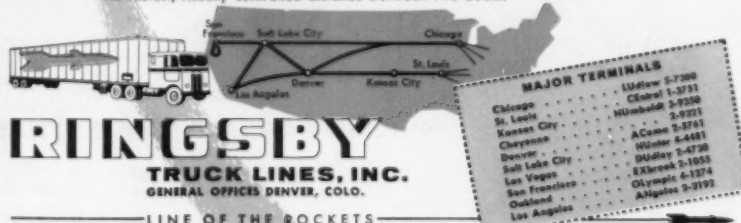
When your freight is anywhere on the 9000-mile Ringsby System, we actually see you! Your shipment is tracked constantly—day and night. Routing information from 13 major terminals is transmitted instantly, accurately to Denver headquarters over a new high-speed voice communications network. It is placed immediately upon a giant visual central-control dispatch board—each of Ringsby's rolling units has its own tag and number for quick, positive identification. Ship **RINGSBY ROCKET**... the fastest, visually-controlled distance between two docks.

RINGSBY
TRUCK LINES, INC.
GENERAL OFFICES DENVER, COLO.

LINE OF THE ROCKETS

MAJOR TERMINALS

Chicago	Union 5-7300
St. Louis	Central 1-3791
Kansas City	Humboldt 5-9750
Cheyenne	5-9721
Denver	A-Cable 5-5761
Salt Lake City	Wilder 4-4681
Las Vegas	DuWay 5-4728
San Francisco	EX-brook 5-1053
Oakland	Olympic 5-1374
Los Angeles	Alphina 5-9192



DISTRIBUTION AGE

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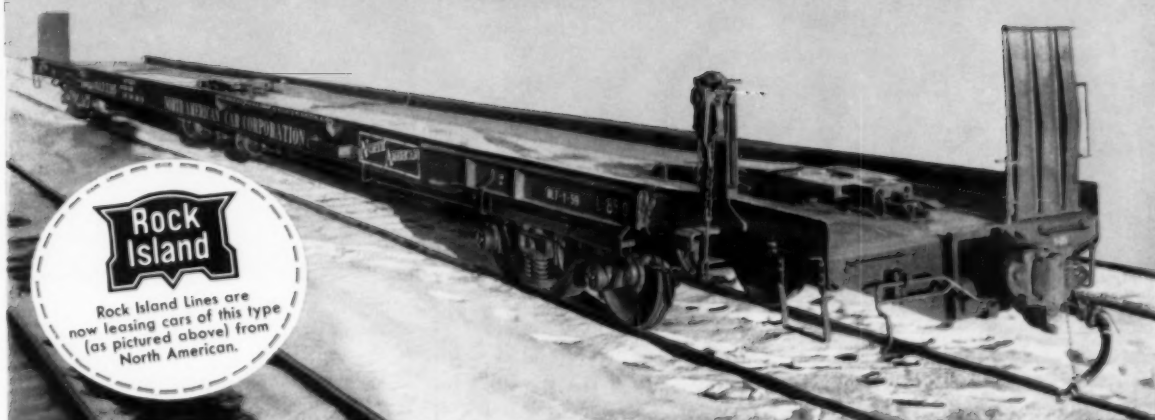
For Fully Integrated Transportation

Door to Door VIA RAIL and HIGHWAY

USE NORTH AMERICAN'S

85-FOOT

PIGGY-BACK FLAT CARS



MR. SHIPPER! Are you familiar with Piggy-Back Plan IV? If not, here it is . . . Plan IV covers the rail movement of shipper trailers and shipper flat cars. As the shipper you handle trailers to and from railroad, load and unload flat cars. The railroad performs origin-to-destination movements only. As a result, rates are based on a flat charge per car (2 trailers). Simplify your rate problems and lower your distribution costs.

Consult with North American on all phases of Piggy-Back operation.

DESIGNED AND BUILT WITH YOU IN MIND

- Engineered for any and all trailers without modification.
- Favorable Leasing Terms.
- Roller Bearings.
- Finest Tie-Down Equipment.
- Loading and unloading time figured in seconds.
- Handles either 2—40' trailers, containers, or a combination of trailer and containers.

For full information and immediate service write or wire or phone

NORTH AMERICAN CAR CORPORATION

231 South LaSalle Street, Chicago 4, Illinois • Telephone Financial 6-0400

Remember, if it's NEW . . . it's NORTH AMERICAN



North American's new MARK-20

Here is the car railroads have been waiting for to compete better with other forms of transportation. The MARK-20 offers shippers economies in leasing rates, demurrage costs, and handling charges. The MARK-20 offers the railroads lower operating costs and in turn advantage can be taken of incentive rates with higher minimums.

Compare the following load limits!

The MARK-20—approx. 180,000 lbs.

8,000 gallon tank car—approx. 90,000 lbs.

Highway truck maximum—approx. 45,000 lbs.

North American Car will custom build the MARK-20 to shipper's specifications. The car can be insulated, coiled, or compartmentalized. It is domeless for greater strength and can withstand pressure of 100 lbs. per square inch compared with 60 lbs. of most other tank cars.

SHIPPERS! Here is the way to reduce your



...20,000 gallons in one load!

Other Features of the MARK-20

- Electrically welded—no rivets
- Six-inch bottom unloading
- Top unloading device
- 100-ton easy riding trucks
- Outside operated valve
- Hinge bolted 18" manway
- Tell-tale load gauge
- High capacity 36" draft gears

• Roller Bearings

Write, wire or phone for full details today

NORTH AMERICAN CAR CORPORATION

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distribution costs and restore traffic to the rails

** P.S.*



*** ANOTHER FIRST FOR S.P.**

The Southern Pacific Railroad Lines are now furnishing North American pneumatically equipped covered hopper cars to malt and grits producers.



Mr. Shipper! **HAVE YOU ASKED YOUR RAILROAD FOR NORTH AMERICAN CAR'S PNEUMATICALLY EQUIPPED COVERED HOPPERS?**

If you ship granular products, here are the major advantages you will enjoy with use of our specialized covered hopper cars:

- 1 No paper lining 2 No grain doors
- 3 No repairs to interior of car
- 4 No removal of debris

Remember—these cars are plastic lined for maximum protection. They are equipped for unloading by 5-inch diameter airlines. Adaptors are available for larger or smaller sizes. Standard capacities of 2,003, 2,893 and 3,219 cu. ft.

Cars are available for test purposes at no obligation.

Contact your local railroad today. Ask for North American Car Corporation's pneumatic covered hopper cars.

Or, if you wish, phone, write or wire us for full details

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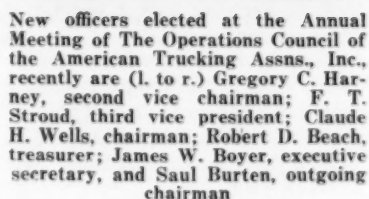
A collage of newspaper clippings with the word "NEWS" overlaid in large white letters. The background consists of various headlines and text fragments from different news sources, including "Selection to Get Award", "Packaging Clinics Studies", "Period of Adjust", "By Speaker at T", "Traffic", "ing Clinic to", "at Colgate", "Safety Reg", "Changes wou", and "manufacture". The text is in various fonts and sizes, creating a busy, layered effect.

—DA—

JUNE 1959

—DA—

ATA Council Elects



Henry A. Fahl, of 22 W. Madison St., Chicago 2, is the registrar.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Market Research Program Suggested At Spring Meeting of Paperboard Assn.

During its 27th Spring Meeting at White Sulphur Springs, W. Va., the National Paperboard Association heard its president propose a new market research program.

President John R. Kennedy cited the need for improving earnings in the industry. To fulfill this need he proposed a program which would develop new markets and new uses for industry products.

"Today, organized market research," he said, "is not only widely used by many companies, some of them in our industry, but centralized research through industry or trade associations has become recognized as one of the techniques of modern American business."

Warren F. Wescott, assistant statistician, brought members up to date on current statistics for the industry. Production of paperboard during the first 18 weeks of this year was 16 per cent higher than a year ago. He pointed out that in 1958 the production of boxboard grades, which are used for folding cartons, etc., set a new record of 7-million tons.

—DA—

Truck production in the first quarter of 1959 increased 35 per cent over output for the same period in 1958. The first three months of 1959 saw 308,277 trucks roll off U. S. assembly lines. A year ago 228,105 were produced.

—DA—

Speaker Named for Forum

Charles W. L. Foreman, vice president of the United Parcel Service, will be the keynote speaker at the Ninth Annual National Forum on Trucking Industrial Relations. The forum will be held June 23-25 in Boston.

Big Saving for Shippers Seen In Cutting Paperwork Costs

Over \$62 million could be saved for shippers each year by cutting transportation paperwork costs. This cut could be made, according to a trucking executive, through use of a personalized, punch card script for pre-payment of shipments under 200 lb.

Richard L. Schmalle, director of office methods research for Consolidated Freightways, Inc., said he arrived at this estimate using a base of 125 million small shipments made each year by all shippers, and a potential savings of 50 cents on each.

Schmalle introduced his program at the recent meeting of the National Accounting and Finance Council of the ATA. The group met in Boston.

The speaker said that shippers would order the punch card script from the banks on a 14-day credit arrangement. Cards of various denominations would prepay every shipment. The bank would serve as the clearing house, making payments to the carrier. Every two weeks, the bank would bill the shipper on a summarized statement.

Douglas Faris, of Akron, Ohio, spoke on apportioning state taxes.

Utter confusion has resulted from different methods used by the states to apportion taxes on interstate commerce. Even prior to the recent Supreme Court decision holding this commerce to be taxable, no two state laws were identical in arriving at net income of corporations.

"The interpretations and refinements used by each state to ensure maximum revenue with slight regard for uniformity and justice, have created utter confusion," the speaker said.



A report on the performance of rotating shipboard cranes on the experimental vessel MV Thomas Nelson has been prepared by the Maritime Administration. Copies of the report, entitled "Shipboard Cranes and Burtoning Gear," has been published by the Office of Technical Services. It may be purchased from Room 6319, U. S. Department of Commerce Building, Washington 25, D. C., for \$2.50 per copy.

—DA—

Ten-Fold Jump in Air Freight Predicted in Next Five Years

With the expanded use of jet planes, the role of air freight in cargo transportation will be increased ten-fold within the next five years.

This was the prediction of John C. Emery, Jr., vice president, Emery Air Freight Corp., speaking before the Society of Packaging Engineers recently. He stated that the speed and coverage of air freight have already diminished distances to a point where markets once considered too distant have, in effect, become local trade areas.

In terms of surface transit times, he said, the U. S. market has been reduced to about the size of New England. Within five years, the greater use of jet cargo service will further reduce the size of our country to roughly the size of the state of West Virginia.



FOREIGN VISITORS IN U. S. learned of improved safety methods, saw increased use of aluminum in transport vehicles, and attended a traffic seminar. Left: Dr. Tsuneo Toyohara, Fulbright Research Professor from Japan, studies safety programs at the main office of Spector Freight System, Inc. Above Left: 60 French trucking operators visited Trailmobile, Inc., Cincinnati, Ohio, as part of national tour to study use of aluminum in American transport vehicles. Above Right: International traffic executives from Italy and West Germany compared European-American problems at New York's TMI School of Transportation seminar



Chain Store Traffic League Elects Milligan President

The Chain Store Traffic League, meeting recently in Boston, elected A. G. Milligan, traffic manager of The Sperry & Hutchinson Co., president.

Other officers elected are H. E. Chapman, traffic manager, S. S. Kresge Co., eastern vice president; G. O. Wilson, general traffic manager, Gamble-Skogmo, Inc., western vice president; R. A. Berry, traffic manager, Morgan-Lindsay, Inc., southwestern vice president; O. C. Lindecamp traffic manager, G. C. Murphy Co., secretary-treasurer; and G. L. Moran, general traffic manager, Western Auto Supply Co., chairman, Executive Committee.

—DA—

John A. Murphy has been elected president of the Middle-west Freight Bureau of Kansas City; R. E. Lee, vice president; L. M. Dean, treasurer; and J. D. Lawson, secretary.

—DA—

NITLeague Officer Dies

George O. Griffith, vice president of The National Industrial Traffic League, was killed in the crash of a plane en route from New York to Atlanta on May 12. In addition to holding office in the League, he served on its Board of Directors and on several standing and special committees.

Legislative Line-up

Following is a brief summary of legislative items pending in Washington. The status reported is as of May 27.

AIRPORT CONSTRUCTION—Conferees from Senate and House worked to resolve differences in two versions of S. 1, the four-year airport construction bill. The result is expected to provide more than the House version (\$297 million) but less than the Senate voted (\$645 million).

ALASKA ROUTES—Legislation extending the life of the Alaska International Rail and Highway Commission for two years will be voted by Congress. The House Interior Committee approved the Senate bill, S. 498, to continue the Commission until June 1961.

DUAL RATES—Field hearings by House Merchant Marine Committee on steamship conference freight rates will be concluded in June. Further public hearings in Washington are projected.

GOVERNMENT COMPETITION—H. R. 99, to define limits on government competition with private enterprise, is pending before a House Government Operations subcommittee.

HIGHWAYS—Approved by the House Public Works Committee is H. R. 5950, calling for uninterrupted federal allocations of roadbuilding funds. This measure goes to the House Ways and Means Committee, which will add to it a plan for obtaining more federal money for highways.

RAILROAD RETIREMENT—New Public Law 86-28, enacted in May, increases retirement and unemployment payments to railroad workers. Taxes on the railroads and employees, levied to support these benefits, are going up.

TAX REFORM—Still delayed by House Ways and Means Committee is action on H. R. 3000 and 3001, which would amend the tax laws to assist business concerns.

Five Elected to Board Of Transportation Association

Five men recently were elected to the Board of Directors of the Transportation Association of America.

The five are: William A. Burns, Jr., president, Trailmobile, Inc.; Jonathan C. Gibson, vice president and general counsel, Atchison, Topeka and Santa Fe; W. B. Johnson, president, Railway Express Agency; Loren F. Kahle, head of Transportation Coordination Department, Standard Oil Co. of New Jersey; and James F. Pinkney, general counsel, American Trucking Associations, Inc.

The Board includes more than 100 men from various interests concerned with privately owned transportation.

—DA—

The Pacific Intermountain Express Co. won top honors in the 1958 National Truck Safety Contest of ATA. PIE will receive the President's Trophy sponsored by Trailmobile, Inc.

—DA—

Industrial Relations Forum

Organizing Trucking Management will be the theme of the Ninth Annual National Forum on Trucking Industrial Relations. It will be held June 23-25 at the Sheraton Plaza Hotel, Boston.

(Please Turn to Page 42)



CLIC speeds seeds

There's a Midwest seed broker who routes every shipment he can over Chesapeake and Ohio. It goes back to an incident that happened a few months ago. He had bought a carload of seed and sold it before even the bill of lading had arrived. He knew it had been shipped C & O, so he called the local C & O Traffic Office.

"I know it is almost impossible for you to locate the car", he said, "but will you try".

With the aid of CLIC—C&O's all-teletype car reporting system—the car was located and re-consigned in just a few minutes.

Naturally a thing like that doesn't happen often, but our broker friend has found many occasions when it was most helpful to be able to pick up the phone and find out the exact location of any car, anywhere on the C & O system.

Try CLIC and see how it can work for you.



A booklet describing CLIC is yours for the asking. Just write:

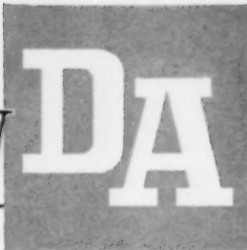
Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C & O . . . AND WATCH IT GO!



WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

STATE TAXING STUDIED—State income taxes on firms in interstate commerce are being examined in the Senate. The Senate Small Business Committee, early in April, heard businessmen protest the paying of state income taxes by out-of-state firms. This taxing procedure was recently sustained by the U. S. Supreme Court. The committee wants to learn whether the taxed firms would be helped by uniform guides on state taxation of out-of-state concerns.

RAIL TRUCKING EASED—Key point restrictions on some Seaboard Air Line R.R. trucking services have been modified by ICC Division 1. Three key points are eliminated in the division's action in this proceeding (Docket MC-86687). Motor carriers, led by the American Trucking Associations, Inc., opposed the railroad request as a desire to get permission to make long, unrestricted truck hauls. Expected are a railroad request for reconsideration and exceptions filed by ATA.

SEAWAY COSTS FIGURED—Final costs of building the U. S. portion of the St. Lawrence Seaway may be as much as \$137 million. Such total would include: \$121.3 million for construction; \$6.5 million in interest incurred during building; and \$9.2 million in unsettled claims by several contractors. Chiefly, the claims stem from work performed under the changed-conditions clauses of excavation contracts. These claims are awaiting decisions by the Corps of Engineers.

PER DIEM BILLS OFFERED—Legislation is offered in the Senate to promote freight car building. Sen. Magnuson, D., Wash., and 18 colleagues sponsor one bill, S. 1789. It would allow the ICC to set per diem charges that would give car-owning railroads some profit on car rentals. Two other bills, S. 1811 and 1812, covering incentive per diem and penalty per diem rates, are introduced at ICC request. All are before the Senate Commerce Committee.

AGENCIES FIGHT AUTHORITY—Bills to give the ICC control of Alaskan water carriers and the Alaska R.R. have been opposed by some agencies. The Maritime Board, regulating water shipping to offshore points, objects to the water-carrier bill, S. 1507. The Interior Department opposes S. 1508, designed to let ICC control the Alaska R.R. If the ICC demanded that the road produce a fair return on investment, the rates would have to be raised, the agency asserts.

STORAGE PRICES RISE—Surplus farm product storage costs about \$1 billion a year, Sen. Williams, R., Del., has disclosed. A veteran foe of government waste, the senator sees the shortage of storage space as the basic reason for rising storage costs. Using Agriculture Department data, he shows the rate on corn is up from 14¼ cents per bushel in 1952 to almost 19 cents. Loan and acquired cotton, warehoused at 38 cents per bale per month in 1949, cost 51 cents in 1958.

FLOOR CHARGES SET—Minimum reasonable rates were decided on by the ICC for certain truck movements of iron and steel articles. The ICC, reaffirming a decision made in 1957, places a floor under truck rates in eastern and some central states. In its new action (Docket MC-C-1510) the agency approves rail rates on iron and steel articles in the same area. Competition for this traffic, and the possibility of a rate war, caused the ICC to enter the case.

ROAD MONEY SOUGHT—Congress finally is getting down to the job of finding more money to build highways. Action this year is needed to prevent a \$241-million deficit in the federal highway trust fund by mid-1960. There is no likelihood of enactment of President Eisenhower's proposed gas tax hike. Instead, Congress may steer more highway-use tax receipts into the trust fund. Or it may vote for a special bond issue to raise the money.

REA INCREASES HELD UP—Proposed higher charges for some Railway Express Agency services have been suspended by Civil Aeronautics Board. Increases, the CAB observes, would amount to about 40 per cent on excess valuation and 30 per cent on C.O.D. services. The federal agency is investigating the proposed advances in charges. The CAB found unreasonable far smaller increases which the REA requested in May 1956.

COLD HELPS BERRIES—Cold storage of cranberries appreciably reduces spoilage, the U. S. Agriculture Department reports. Common storage usually is provided for these berries, the agency states. But in tests of Massachusetts-grown berries, researchers found two weeks of common storage resulted in as much spoilage as 12 weeks of refrigerated storage. A report on "Refrigerated Storage of Cranberries," MRR 312, may be yours free from the Information Office, Department of Agriculture, Washington 25, D. C.



PERFORMANCE PROOF No. 120

First reefer with built-in arrives in Florida,



Arrival, Miami—Left to right: Food Fair Southern Division executives Ben Silver, Dan Pesce and Leonard Schaffel inspect the load at Miami. They found the entire load in perfect shape, no damage from handling or from heat. Despite a 90° plus temperature on arrival the car thermometer showed 4° below. Another low cost, high profit Compartmentizer shipment.



Food Fair—the nation's 6th largest super market chain—receives Compartmentizer-equipped, refrigerated box car—welcomes safety, simplicity and savings. Protecting a frozen food load isn't only a contest with vagrant temperatures. Damage from car handling impacts, shifting loads, improper handling at stop-off points can be just as costly.

The new Pacific Fruit Express car shown here is the first refrigerator car specially built to take this problem in hand. It's the *first* to be equipped with built-in lading protection . . . the P-S Compartmentizer.

This is important news to you. And here's why. The Compartmentizer is easy to use—just two pairs of tough steel gates do the whole job. Move them up to the load face—they roll on tracks—and lock in place. That's all.

No tangle of bulky parts to wrestle in and out of the car . . . Compartmentizer protection is easy as closing your own front door. Compartmentizer simplicity saves you money—Food Fair reports unloading time as much as two hours per car faster than ordinary box cars or cars equipped with other protection devices. And there's no need for shipper-installed bracing and blocking . . . one prominent user reports savings in lumber and labor totaling up to \$20.00 per car.

Its load protecting ability and versatility is dramatically illustrated by this coast to coast, stop-to-complete-load shipment. The shipper, the John Inglis Frozen Food Co., loaded the first portion (19,800 lbs.) of the 61,208 pound load into the A-end of PFE 301212 at Santa Maria, California.

loading protection nips damage in the bud



Loading, Santa Maria Cold Storage Co., Santa Maria—Compartmentizer gates don't interfere with loading, stand flush against the car wall. High loaded skids can be quickly placed right where loading crews want them for fast loading.



Loading, Union Ice & Cold Storage Co., Santa Cruz—An uneven load face presents no problem for the Compartmentizer. As shown here, the gates are merely staggered to meet the condition, then locked as usual. No security lost, no gap-filling dunnage is needed.



Loading, Merchants Refrigerating Co., Modesto—Third stop uses doorway area to complete load. Just that easy to separate loads and prevent mix up in stop-off shipments, too. And pilferage is barred because you can seal Compartmentizer gates.

PULLMAN-STANDARD

CAR MANUFACTURING COMPANY

SUBSIDIARY OF PULLMAN INCORPORATED

200 SOUTH MICHIGAN AVENUE, CHICAGO 4, ILLINOIS
BIRMINGHAM • PITTSBURGH • NEW YORK

J. C. Fennelly Co., San Francisco Representative



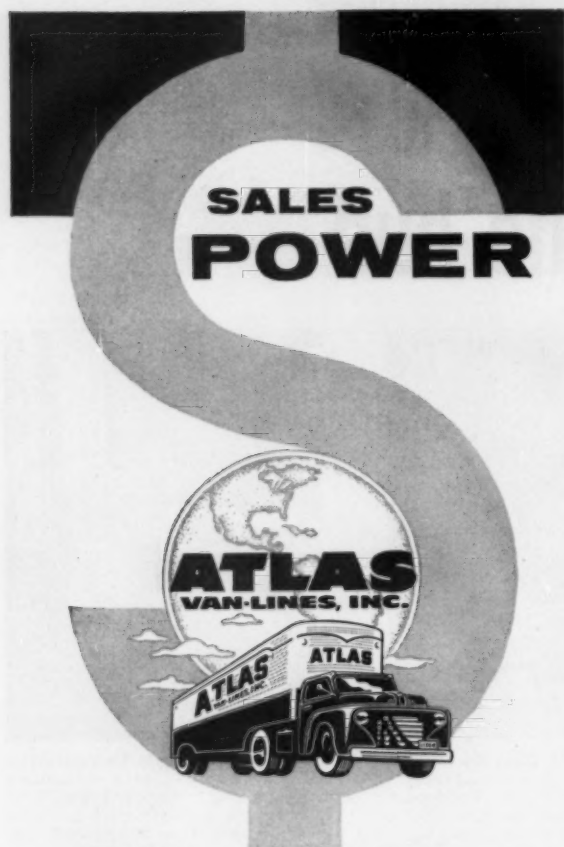
Compartmentizer gates were locked on this load, and the car moved to Santa Cruz where 20,510 pounds were locked in Compartmentizer security in the B-end. Then on to Modesto for final loading. Here, 20,898 pounds were stowed in the center of the car, tightly flanked by the Compartmentizer gates, and the car was on its way to Miami. In all, 8 roads (SMV, SP, MET, UP, CB&Q, L&N, ACL and FEC) handled the movement, yet not a single carton was damaged.

If you'd like to give the cold shoulder to damage and dunnage problems, specify Compartmentizer-equipped cars for your shipments. It's the one sure way to be certain that every shipment produces more cold profit.

**These shipper conscious carriers have
P-S Compartmentizers in service or
on order to serve you . . .**

Baltimore & Ohio	Milwaukee Road
Bangor & Aroostook	Minneapolis & St. Louis
Central of Georgia	New York Central
Chesapeake & Ohio	Norfolk & Western
Chicago, Burlington & Quincy	North American Car
Chicago Great Western	Northern Pacific
Chicago & North Western	Pacific Fruit Express
Fruit Growers Express	Pennsylvania
Great Northern	Seaboard Air Line
Merchants Despatch Transportation	Southern Pacific
	St. Louis Southwestern
	Texas & Pacific
	Union Pacific
	Western Pacific

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Single Line and Nationwide with New Profit Making Potential for Every Agent

COMPARE THESE ADVANTAGES

- Each agent has identical and equal opportunity . . . you operate unrestricted within the limits of your own ICC authority . . . yet you have all the advantages of a strong national affiliation.
- Every sale is an agent's sale . . . there is no competing company sales force . . . no competing company equipment . . . no competing company warehouses.
- You receive earned revenue as soon as collected by Atlas, on long distance hauls.
- Your van on the road has first priority for return tonnage . . . a strong centralized dispatching provides tonnage both ways.
- Expedited claim handling thru the agency organization has already resulted in high dollar return to the agents.

Plus the New ATLAS Agent Power Plan

A hard-hitting profit assuring promotion in which every Atlas agent participates . . . every Atlas Agent benefits.

Write... Wire... Phone... Today... You May Qualify For An Agency

ATLAS VAN-LINES, INC.

6244 S. Ashland Ave., Chicago 36 • Agency Relations Dept.

LETTERS

TO THE EDITOR

AWA Certificate No. 1

To The Editor:

We are the holders of American Warehousemen's Association Certificate No. 2 issued to us in 1891.

We cannot trace the company who held Certificate No. 1. Therefore, we feel that Louisville Public Warehouse Co. is the oldest active member of the American Warehousemen's Association.

This year commemorates our 75th Anniversary in public warehousing. We would like to know especially at this time, if our thoughts . . . are accurate.

We wonder if your fine publication . . . (could establish) information with regard to who held Certificate No. 1. . . .

William A. Stone,
Assistant Secretary-Treasurer

Louisville Public Warehouse Co.,
Louisville, Ky.

Will all warehousemen who comprised the original membership of AWA please identify themselves—especially No. 1?—The Editor.

Receipt, Delivery Liability

To The Editor:

We have been running into a rather difficult problem concerning liability and responsibility for the receipt and delivery of merchandise from this warehouse to common carriers. . . .

When we deliver merchandise to a common carrier, we do so by means of our own warehouse delivery ticket whereon the merchandise is completely listed. Sometimes the delivery ticket is supported by the trucker's own bill of lading and sometimes by one prepared by us.

In any event there is a bill of lading and a delivery ticket on which a complete description of the merchandise is made. We get the papers signed and give one copy of the delivery ticket and one copy of the bill of lading to the carrier.

It is our contention that the documents are bonafide proof of delivery of the goods as listed on the papers. Some of the carriers are claiming that they are not responsible to see that the goods signed for agree with what they are presented for shipment.

We feel that they are in error. We feel that we must use the papers as bonafide proof of delivery as listed and we feel that it is a joint responsibility, at least on the part of the carrier to see that what he signs for is what he gets.

If this were not the case, there might not be any end to carriers claiming that they did not receive the right goods and asking us to make an adjustment.

We feel also that it is our responsibility to see that what we receive is what we sign for and, if we do not get the right merchandise, we are almost fully at fault.

This is a reciprocal matter on the outward movement of the goods.

Richard P. Morten,
General Manager

Southern Bonded Warehouse Co.,
Florence, S. C.

First, it is important for you to know and realize that notwithstanding the fact the owner of merchandise or an agent of a common carrier or warehouse company signs an agreement or receipt or contract in which it is agreed that certain listed goods are accepted as correct by the common carrier or warehouse company, this signature is not positive evidence that the common carrier or warehouse company actually received the various listed items of merchandise.

In other words, testimony may prove and show that all of the listed items and merchandise were not actually

received and, therefore, the court will not hold the common carrier or warehouse company liable for loss, theft or destruction of these items of controversy.

Aside from my above explanations of the accepted law, it is quite impossible, without further proof and testimony, for the writer to advise you whether or not you can in a given legal controversy expect a favorable verdict of the court.

I shall, however, go further with my explanations of the law and state that unless the complaining party proves the incorrectness of the listed items, he cannot ordinarily expect a favorable verdict in a suit involving loss of merchandise included in the d/t or b/l—Leo T. Parker, D A Legal Consultant.

Public Awakened

To The Editor:

May I congratulate you on choosing an article such as the one written by Mr. Cooke.

I believe that articles of this type will some day awaken the American public, and especially traffic people and their employers, to the tremendous amount of money that is tossed away each year in damaged merchandise.

Having learned that 1958 will probably break all records so far as damage is concerned, I thought of an approach to this problem which may awaken some people.

One can dramatize this picture more emphatically by pointing out that it costs the carrier at least five dollars for every dollar he pays out. It no doubt costs the consignee five dollars for every dollar he received.

If such is the case, or even close, the minimum amount of cost on damage runs a billion and a half dollars a year which according to my mathematics costs each individual in this country twenty-five dollars per year.

I commend you for trying to bring out . . . problems that are most important to them and which can enable (them) to do a much better job than they are presently doing.

W. S. Mielziner,
President

The Impact-O-Graph Corp.,
Cleveland, Ohio

We too are greatly concerned about the continuously rising trend of damage in transportation. Many times we have editorialized that damage prevention is a twelve-month job. We will continue to follow that policy.—The Editor.

A Potpourri

To The Editor:

The right to work should be the right given to every man and woman willing and able, regardless of age, color, or creed. I have always believed that "forcing" a man to retire at the age of 65 is terribly wrong. Many individuals are more capable . . . at that age than younger, inexperienced help.

You are so right—labor does not need protection against poor and unscrupulous management. I think that it is the other way around.

I liked your thoughts on the obsolete filing cabinet. Might compare it to the passe thoughts still in the minds of some men. We all need new ideas, but ideas that are practical and beneficial to both labor and management.

Gertrude L. Mowbray,
Traffic

Wilson and Co., Inc.,
Cedar Rapids, Iowa

Railroad Nationalization

To The Editor:

The observations on "Nationalization Could Happen for Railroads" make Dr. Frederick a modern Paul Revere in alerting your readers as to how rapidly, dangerously, and insidiously the U. S. A. is slipping by indirection and nibbling into public ownership of these carriers.

If this occurs, it will be then but one small step more into socialism and socialism is . . . the highway to the totalitarian police state.

John W. Barriger,
President

The Pittsburgh and Lake Erie Railroad Co.,
Pittsburgh, Pa.

for the executive concerned
with the movement and
relocation of personnel

Now!

move with
confidence



Single-Line and Nationwide
Local . . . Long-Distance Moving . . . Storage

Call in your local Atlas Agent to discuss personnel movement and relocation on an individual move or long term basis . . . and you've taken a giant step forward in relieving yourself of one of your more persistent, periodic problems.

Here's why . . .

- The Atlas agent fits himself quickly into your departmental methods . . . from the beginning can relieve you of many details.
- Atlas service is economical . . . your cost of transferring families goes down.
- Atlas service is geared to increased customer satisfaction . . . your employee morale goes up during a critical period.

Look For Your Atlas Agent in the Yellow Pages of Your Phone Book . . . He is a leading Household Goods Mover in Your Community.

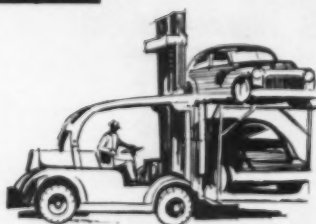
ATLAS VAN-LINES, INC.

6244 S. Ashland Ave., Chicago 36 • Agency Relations Dept.



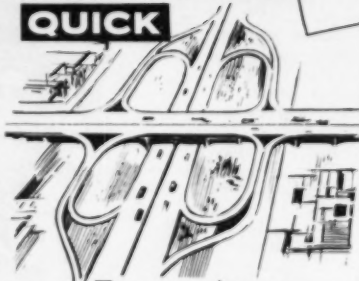
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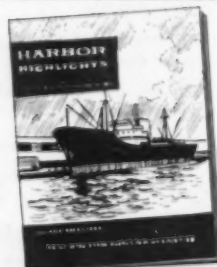


Transit Storage Space

SAFE



Radar-radio Ship Guidance



SHIPPERS: Write on your letterhead
 for "Harbor Highlights",
 the Port's free news magazine.

These tangible advantages to the shipper in shipping via Long Beach make a convincing picture story. The intangibles too will convince you. For behind all this speed and safety of cargo handling and forwarding are a big, alert operations division; a veteran traffic department; and an engineering-trained, wide-awake management... all with only one goal: To serve **YOU** better each time you **SHIP VIA LONG BEACH.**

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Continental's Custom-Built Boeing 707

1959—Silver Anniversary of America's "Gold Carpet" Airline

SAME DAY DELIVERY between CHICAGO and LOS ANGELES

Same day delivery—3 hours and 55 minutes from Chicago to Los Angeles! And only 3 hours and 35 minutes from Los Angeles to Chicago.

The speed speaks for itself. But Continental's Golden Jet Cargo Service is more than just speed. It is experience and efficiency... in handling everything from watch parts to tropical fish; fresh carnations to boxes of ladybugs. And Continental's Golden Jet Boeing 707 has pressurized and temperature-controlled cargo compartments. No need to worry about products that dare not freeze or have to breathe.

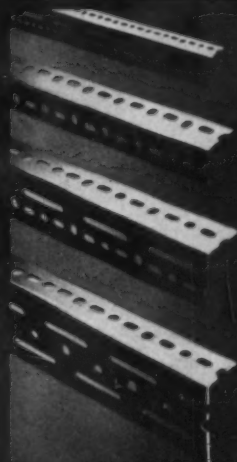
Later this summer, Golden Jet Cargo Service will be extended to Denver and Kansas City, too. Right now, our Jet Power Viscount II and DC-7B fleet serves most of the major cities of the West and Southwest.

Because all of our passenger flights carry air cargo, our passenger timetable is your freight schedule. If you're located in one of the 50 cities served by Continental, for additional information simply write or call our local Cargo Manager. Otherwise write: Mr. Elden D. Brown, Cargo Sales Manager, Continental Airlines, Stapleton Field, Denver, Colo.



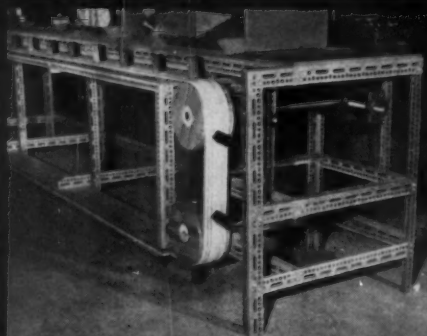


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Throughout the U.S.A., and all the world over, more industries use DEXION slotted angles than all other makes combined . . . for storage-racking, materials-handling, enclosure-framing and the construction of special equipment . . . because only DEXION offers a **complete** range of **FOUR** sizes, in both steel and aluminum . . . and only DEXION (often imitated, but never equalled) has what it takes—the strength, the all-purpose usefulness—to meet such a great variety of needs, to do so many important things **so well**. Ask for genuine DEXION.

There's a DEXION angle for every job—in warehouse, factory, shop, showroom or laboratory—**heavy-duty**, **standard**, **light-duty** or **midget size** . . . and a host of DEXION accessories to enable you to build it **better**, **faster**, **cheaper**.



DEXION *saves time and money*

no detailed plans, no measuring, no skilled workmanship, no painting,
easy to use, maintenance-free, waste-free, completely re-usable.



Write for the name of your
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"I am a Burlington Man"...

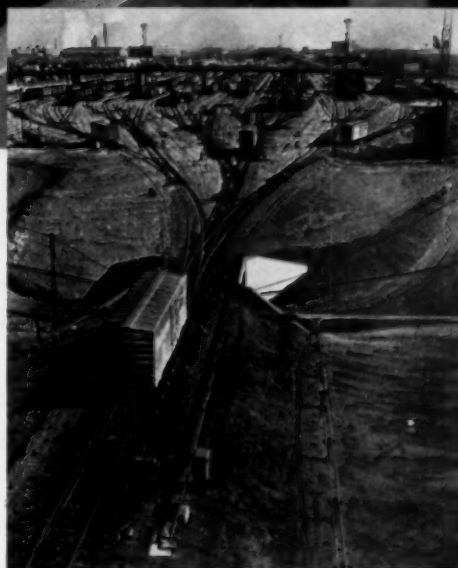


• • • I'm a retarder operator at Burlington's new Cicero Automatic Classification Yard.

My push buttons operate switches and speed-controls as we sort freight cars for fast, efficient movement over the Burlington. This yard, costing over \$4,000,000, is a substantial investment in improved freight service between the East and "Everywhere West," including the 14 states served by Burlington.

Modern facilities like this help us do a better job with increasing volume of freight. They're just one more reason why I'm proud to say...

"I am a Burlington Man!"



• Strategically located in the Chicago Industrial District, this new yard has 93 miles of track with a capacity of 5,777 cars. It's modern, compact, and efficient.

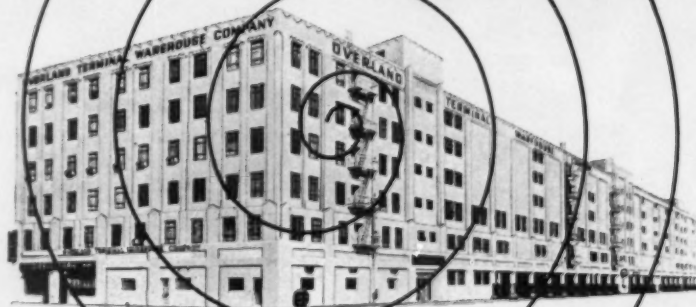
**Burlington
Route**

Chicago, Burlington & Quincy Railroad
Colorado and Southern Railway
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BURLINGTON LINES • *Everywhere West*

CENTRAL...

CONVENIENT...



CO-OPERATIVE...

At the hub of major mercantile and industrial activity, Overland Terminal Warehouse Company provides centrally located office facilities, ample parking area and warehousing for all types of general merchandise.

Complete, under-one-roof services include: storage services at package rates • leasing for consolidated office and warehouse space • U.S. Customs bonded Warehouse No. 11 • Refrigerated rooms (41-43°) • A.D.T. protected.

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On the Line—



Management Ability Test

Have you ever had your management ability tested? It's quite a production.

Would you like to try one little question? It will prove about as much as identifying a daisy would prove you to be a biologist. But it's a free sample. And it might bolster your ego.

First, assume that you are the head of your company. Then assume that you want to know how many sniffers there are in stock or what it costs to ship a carload to Zookville.

To whom would you apply for the information? Miss Pinkie, who has the records right under her freckled nose? Mr. Clark, her supervisor? Or would you ask your secretary to get it?

Unless you are an above average executive, the odds are that you have made the wrong decision. The ideal executive would not have pursued any of the common courses suggested.

Before we explain, consider one more question: As president of your company, why would you want that information?

Well, it might concern a big sales deal. It also might have something to do with production. Perhaps you've had complaints about their distribution costs.

If the demand for them has dropped, you may want to discontinue that item. Maybe you are looking for cash and would like to use your snifter stock as collateral for a loan.

You could be considering a branch plant in another part of the country or in a foreign market. Or you just learned that a foreign firm is flooding your market with low price sniffers. Could be, too, that there's a strike threat.

What does all of this have to do with the original question? Well, unless yours is a one-man business, other executives are concerned, or should be, with your problem. If so, you should be in a huddle with them, rather than by-pass them. They should supply you with all the facts, plans, and background data.

Miss Pinkie can tell you only what she picks up from invoices and bills of lading. She probably doesn't know the whys and wherefores or pending changes. Mr. Clark might be able to produce records not fed to Miss Pinkie. But he's

no substitute for the vice president or treasurer.

As for your secretary, if you use her often for such errands, the poor gal must be near a nervous breakdown trying to keep up with her normal secretarial functions.

Then there's the morale angle. By by-passing your associate executives, you might give the impression that you doubt their statements and question their efficiency. It could seem, too, that you want to keep them in the dark about some administrative or operational matter. Still another impression might be that they are being secretly investigated.

Good management is both an art and a science. Some executives acquire one or the other; only a few master both. The pity is that many lose much of their know-how under the pressures and tensions of their jobs.

Of course, these comments apply to department heads as well as presidents.

Export Shipping Review

In line with DA's policy to advance the science of distribution management in general, and traffic and transportation in particular, the editors are presenting a new series of basic articles on export shipping. The author, Dr. Roland L. Kramer, is a well-known authority.

While many American industries are established in foreign markets, a new interest has been generated quite recently. It stems from the decline of domestic sales during the past recession, improved economic conditions abroad, as well as the emergence and growth of new nations in Africa and other parts of the world. The St. Lawrence Seaway is making another contribution.

About 20 per cent of the world's exports comes from the U. S. This has been our share—give or take a few points—for many years. Each year, new firms look into that market: some with new products, others seek a share of their competitors' business. Some succeed, others do not.

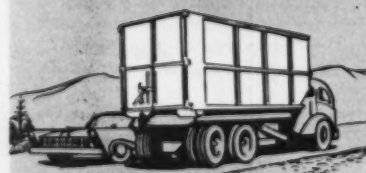
The newcomers must learn the lay of the stepping stones carefully lest they become stumbling blocks. The editors hope that this primer series will help industrial traffic men chart a smooth course.

H. V. Greene
EDITOR

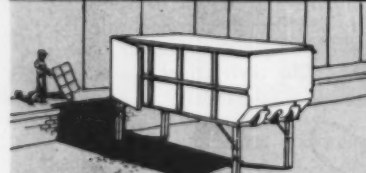
Put Containers on Standard Flat Cars...Take Them Off with the One-Man DEMPSTER-DINOSAUR!



Automatically puts containers on, or takes them off standard railroad flat cars.



Hauls big-capacity loads over the road to consignee's plant.



Puts containers off on ground... on dock... inside building or leaves them at dock height on retractable legs.

New Invention End-Loads... Side-Loads Big Cargo Containers... Makes Over-the-Road Hauls

Before you invest in expensive special cars, ramps, turntables, cranes, heavy-duty fork-lift trucks or the other equipment necessary for handling present-day "boxy-back" containers, it will pay you to take a long look at the DEMPSTER-DINOSAUR System.

Here's the system with a future... the system with the best potential for standardization, because of a combination of low cost and utilization of existing rolling stock.

The truck-mounted DINOSAUR handles up to 1080 cu. ft. containers... over-the-road loads up to 30,000 lbs. ... with special off-the-road models to meet any size or weight requirement. Loaded containers may be lowered to ground, put off on a dock, left at dock height on legs, or automatically dumped. One man, the driver, handles the entire operation without leaving his cab.

The trailer-mounted DEMPSTER-DINOSAUR handles two 17 ft. containers or one 35 ft. container with capacities ranging up to 1728 cu. ft.

Write Today for
Free Illustrated
Brochure

Patents Pending

DEMPSTER
DUMPSTER
SYSTEMS

Made Only By
DEMPSTER BROTHERS
Inc.

America's Pioneer Manufacturer
of Containerized Materials
Handling Equipment

Dept. DA-6, DEMPSTER BROTHERS, Knoxville 17, Tenn.

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DISTRIBUTION AGE

Circle No. 14 on Card, Facing Page 55 →



Photo courtesy of All-Steel Equipment Inc.

Cutting the cost...of a "mountain" of steel desks!

By utilizing a Clark Slender-Arm Clamp, this company was able to eliminate pallets, thereby eliminating unnecessary overhead. In addition, the Clark Engineers consulting this company, recommended use of the new Triple Stage Upright so that extra high stacking could be accomplished *without* sacrificing the lift truck's ability to work in low-overhead rail cars. The end result was much greater storage capacity, one-time handling between warehouse and loading out, a need for fewer trucks.

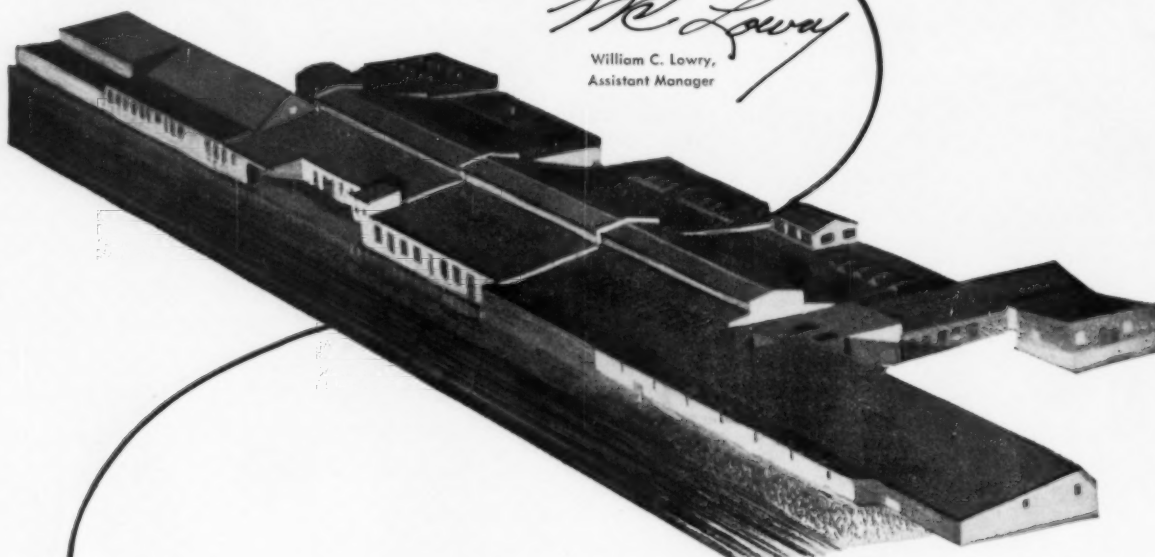
Your Clark dealer, a Materials Handling Spe-

cialist in his own right, has access to the same team of Factory Specialists that developed a "first" in this Company's industry. Regardless of your location, a nearby Clark Dealer is ready to serve you. Call him direct, or write: Materials Handling Specialists, Clark Equipment Company, Battle Creek, Michigan. (Enlargements of the illustration, suitable for framing, are available upon request.)

CLARK
EQUIPMENT

"We have found that **ADT**
furnishes the best protection
against fire and burglary and
saves us \$6,600 a year."

W. C. Lowry
William C. Lowry,
Assistant Manager



Delaware Valley Warehouse Co., Trenton, N. J.

230,000 sq. ft. of unobstructed storage space

protected *Automatically* by **ADT**



Strategically centered on the PRR main line between New York and Philadelphia, and convenient to the New Jersey and Pennsylvania Turnpikes, "Delaware Valley" offers customers many warehousing extras specifically designed for industrial requirements.

And to provide the best protection possible against fire and burglary, management chose a combination of ADT *Automatic Protection* consisting of Sprinkler Supervisory and Waterflow Alarm and Burglar Alarm Services.

Water supplies to the automatic sprinkler system are under constant electrical supervision to warn of closed valves and other abnormal conditions. Should fire start, the fire department is summoned automatically.

Unauthorized entrance through doors, windows and other protected points *automatically* alerts police.

Like Mr. Lowry, thousands of businessmen from coast to coast know that ADT *Automatic Services* give greater security for property, profits, customers' goods and employees' jobs than can be obtained by other methods — and at less expense!

May we show you what ADT can do for you?

Whether your premises are old or new, sprinklered or unsprinklered, an ADT specialist will show you how combinations of *automatic services* can protect your property. Call our local sales office, or write to our Executive Office.

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Executive Office: 155 Sixth Avenue • New York 13, N. Y.

A NATIONWIDE ORGANIZATION



electronic wizard...

locates your carload quickly!

Car-Fax has reduced to minutes the providing of information that not too long ago required days to determine. Route your freight via C. & N. W. and see how Car-Fax can make your job easier to live with.

What every freight traffic officer should know—Car-Fax tells him.

This modern day wizard—a North Western exclusive—tells shipper and receiver alike where, on our line, his freight car is *now*—its schedule of movement—its contents—its routing—all the important facts about his carload.

This means that plant production can be better pre-planned, or if need be, car diversion promptly executed. Car-Fax provides for more efficient yard switching, thus faster deliveries; also greater car utilization by constantly keeping tab on empties.

Car-Fax has been made possible by the largest, most complete commercial transceiver installation in the world. Via a network of field stations throughout the nine midwestern states served by North Western, every car movement is quickly determined and reported to our traffic offices in the United States and Canada.

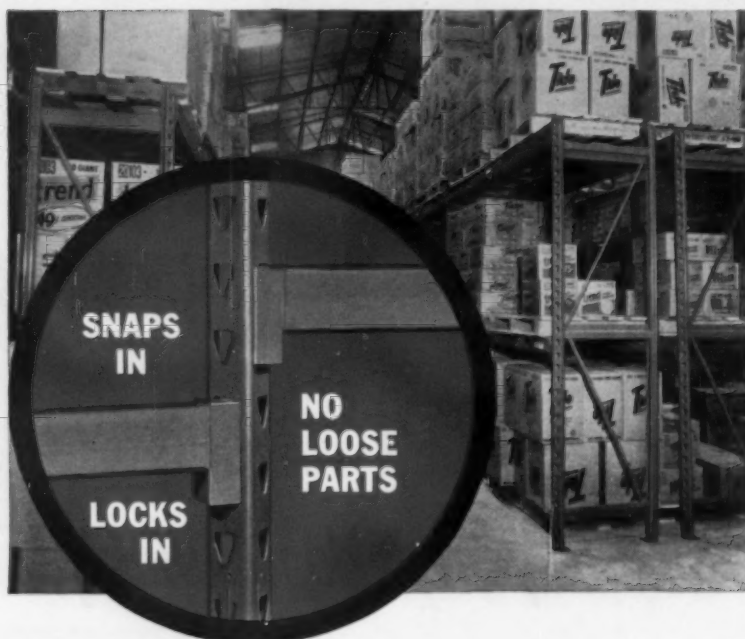
CAR-FAX

CHICAGO AND
NORTH WESTERN
RAILWAY

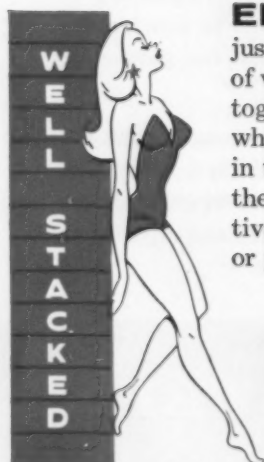
Fast!

EMI air-row head

Fully Adjustable Pallet RACKS



- EASY TO ERECT
- ONLY 2 BASIC PARTS
- SIMPLE TO ADJUST
- QUICK TO RELOCATE



EMI AIR-ROW Head Racks easily adjust to stack pallets, skids, dies and bulk of varying heights. Upright frames are tied together with sturdy steel support beams which quickly snap into AIR-ROW slots in the vertical post. Forge lock fittings on the ends of the support beams insure positive self-locking engagement with no sway or pop-out.

WRITE FOR OUR COMPLETE CATALOG!

EQUIPMENT MFG. INC.

21542 HOOVER ROAD • DETROIT 5, MICHIGAN

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Yakkety Yak

By Ye Editor

★ Okay, Okay, OKAY!

Just to prove the power of persistent minorities, we are reviving the discontinued variety comment—Yakkety Yak—once part of the editorial page.

... If those letter writers would exert the same pressure on Congressional spending, we would be a tax-free nation.

EXEMPT—One of the editorial comments reminds us of the president of a company who ordered aptitude tests for all employees. To set the mood, he took it himself.

... After spending a day on it, he tore up the sheets and exclaimed, "Boy, it's a good thing that I own this company."

IDEA!—The high holiday week-end traffic fatalities recall only one good solution we've ever heard: Allow only drivers whose cars are paid for.

TOLL GUIDE—This reminds us of a book truck owners should have: A rate guide on truck tolls for all major bridges, ferries, tunnels and turnpikes in the United States.

... It's published by The American Trucking Associations, Inc. (1424 Sixteenth St., NW, Washington, D. C.). 50 pages. Price \$1.00.

TRAFFIC MANUAL—Another worth-while book we recommend is "Manual For Reducing Transportation Costs," published by the National Retail Merchants Association (100 W. 31st St., New York 1, N. Y.). Very practical.

... Written primarily for department stores and other large retailers, it actually is an abridged handbook of traffic management useful, we think, for all traffic people. Size 8½ x 11 in., 22 chapters. \$9.75.

JUNE—A Scottish commuter friend told us he gained a very shrewd son-in-law last week.

... "He insisted that my daughter and he invite only their married friends to the wedding reception. That makes the presents all clear profit."

DISTRIBUTION AGE

In-the-Floor Plan

for low-cost warehousing and freight handling

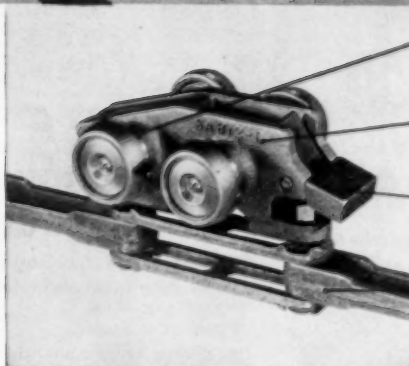


FAST AND GENTLE. Link-Belt in-the-floor Trukveyor moves bottle goods smoothly, gently at warehouse of Oregon Liquor Control Commission, Portland, Oregon.

LINK-BELT Trukveyor cuts handling costs and time ... saves floor space

Fast, orderly warehousing and freight handling come easy with Link-Belt in-the-floor Trukveyors. They speed receiving, storing, sorting, shipping ... end congestion ... reduce physical effort. These versatile units accommodate changes in floor elevation, execute horizontal turns, permit easy disengagement of trucks at any point.

COLOR-SOUND FILM, "Pathway to Profits," shows Trukveyor in action. For film and Trukveyor Book 2497, write Link-Belt Executive Offices. Ask too, about the new, unique Trukveyor features that facilitate cleaning, lubrication and other routine maintenance.



BALL BEARING WHEELS deliver smooth, long-life performance ... are triple-sealed and have protected grease fitting.

MALLEABLE IRON FRAME of towing attachment takes shock load of platform truck towing pin engagement.

COUNTERWEIGHTED PAWL securely "traps" tow pin ... prevents accidental release, yet allows easy disengagement when desired.

ENDLESS POWERED STRAND of Link-Belt drop forged Rivetless chain has endurance needed for rugged conveying duty.

LINK-BELT

IN-THE-FLOOR AND OVERHEAD TRUKVEYORS

14,052
LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants and Sales Offices in All Principal Cities. Export Office, New York 7; Canada, Scarboro (Toronto 13); Australia, Marrickville, N.S.W.; South Africa, Springs. Representatives Throughout the World.
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AMERICAN
Safeway

PORTABLE ELEVATING TRUCKS for any stacking job

From 46" to 130" lift



STANDARD
MODELS
priced from

\$190⁰⁰
to
\$855⁰⁰



Your crew can do twice the
handling work for
the same payroll cost

...and to take the heavy work
and heavy costs out of
HORIZONTAL HANDLING

AMERICAN
LOAD-JOCKEY



... the new drive
attachment for
portable elevating trucks

MATERIALS-HANDLING DIVISION

The American Pulley Company

4200 Wissahickon Ave., Philadelphia 29, Pa.

AMERICAN SAFEWAY TRUCKS—

by the makers of the famous American Pressed-Steel
Hand Trucks



Circle No. 18 on Card, Facing Page 55

Chuting the News . . .

(Continued from Page 23)

News Briefs

The establishment of an annual \$1000 award to be given to the nation's outstanding safety director of a trucking fleet has been announced by the American Trucking Assns., Inc.

Union Barge Line Corp. has opened an office in St. Louis, Mo., at 400 Carondelet Bldg.

The Alvey-Ferguson Co. recently won a Putman Award for its outstanding advertising performance.

The ICC has approved backing of a \$934,960 loan to the Georgia and Florida Railroad for its purchase of 100 boxcars. A second loan guaranty by the same railroad is still pending. Also pending are requests from the New Haven Railroad. The New York Central is expected to file a request for guaranty of a substantial loan.

A yard construction program has been scheduled by the Union Pacific Railroad. Plans include 20,420 ft of additional track and the relaying of 370 ft of rail.

Formal dedication of American District Telegraph Co.'s new central station at Mineola, Long Island, N. Y., was held recently.

Representatives of the Armed Forces and private industry met recently in Washington, D. C., as guests of the Navy, to spur materials handling equipment standardization and interchangeability of spare parts.

The general offices of Mid-Continent Freight Lines, Inc., have been moved to 206 W. Harrison St., Oak Park, Ill.

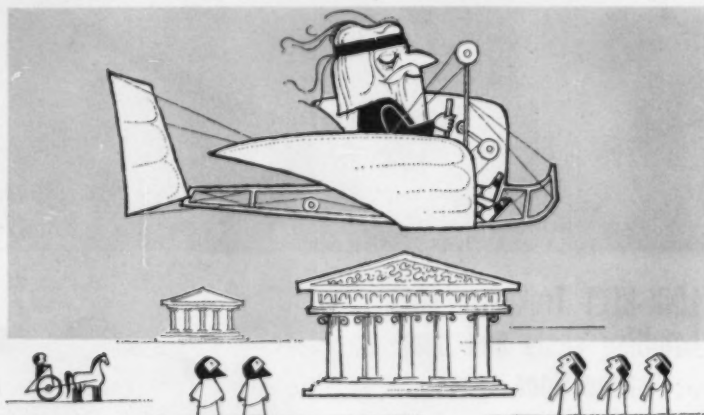
The "Oregon Maru" of the Kawasaki Kisen Kaisha, Ltd., line has established a new record run from Yokohama to San Francisco. Time of passage was 9 days, 14 hours, and 9 minutes. Kerr Steamship Co., Inc., New York, is general agent for the "K" Line.

A \$30-million contract for the construction of three new freight ships of cargo-hatch design was signed recently by Delta Line, New Orleans, and the Federal Maritime Board with Avondale Marine Ways, New Orleans.

Cooper-Jarrett, Inc., has filed with the ICC for operating authority of Lukens Trucking Corp., Philadelphia, Pa.

The ICC has authorized a Government guaranty of a \$3 million loan to the Boston and Maine Railroad.

(Please Turn to Page 102)



one step ahead

Tom Swiftalus here is obviously a step ahead of his contemporaries.

But he's going to discover that he needs someone as progressive as he to service that brain child of his.

The same is true today.

That's why a firm as advanced as yours should know about Global Van Lines.

For your Global agent is a specialist in company personnel relocations and equipment moves. And he represents the best-equipped, most efficient van line in the business.

When you want an industrial moving specialist, call him.

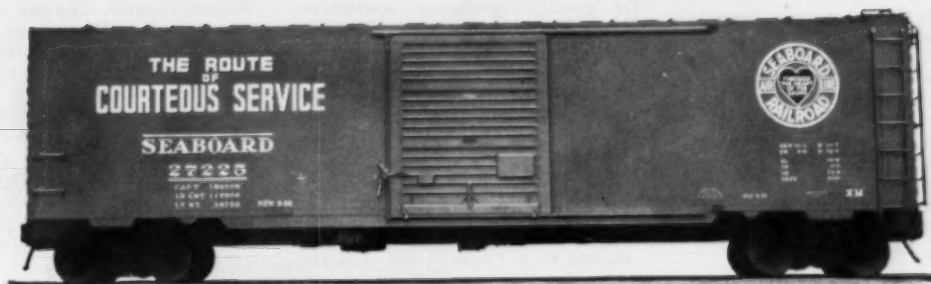
He's as close as your phone.



GLOBAL VAN LINES, INC.

GENERAL OFFICES: P. O. BOX 3313, LOS ANGELES 54, CALIFORNIA

DISTRIBUTION AGE



X 1,000!

One thousand new box cars — just ordered by Seaboard — will be on our rails by August.

Available steel floors, built-in blocking and bracing devices, roller bearings and other modern features, such as integral snubbing devices, will make these new cars among the finest ever built. Maximum protection for lading is assured by the advanced design and construction of these cars.

This \$11,000,000 investment in new equipment is another evidence of Seaboard's determination to see that the transportation needs of its patrons are adequately met — and of Seaboard's deep-rooted confidence in the future of its dynamic growth territory — the Seaboard Southeast.

John P. Derham, Jr.
Vice President
Seaboard Air Line Railroad
Richmond 13, Virginia

SEABOARD

AIR LINE
RAILROAD



THE ROUTE OF COURTEOUS SERVICE

Men in the News

Traffic

Clarence D. Smith—named director-traffic, American Home Products Corp., New York, N. Y.

Carl Leslie—appointed traffic manager, American and Efrid Mills, Inc., Mount Holly, N. C.

Herbert S. Dye, Jr.—new traffic manager, The Dayton Steel Foundry Co., Dayton, Ohio.

E. S. Knutson—appointed director of traffic, Ford Motor Co., Dearborn, Mich.

John W. Hennessy—appointed traffic manager, Canadian Cannery, Ltd., Hamilton, Canada.



Victor E. Simon—named southwest district traffic manager of the National Supply Co., Pittsburgh.

Arthur J. Giguere, Jr.—new general traffic manager, North Western-Hanna Fuel Co., Milwaukee, Wis.

James T. Duncan—recently elected chairman of the Agricultural Transportation Committee, Southeastern State Departments of Agriculture. He is manager of the Traffic Div. of the Florida Fruit and Vegetable Assn.

W. Ernest Translateur—promoted to assistant traffic manager for eastern terminals by the Dow Chemical Co.

R. W. McLeay—appointed manager of newly-formed general traffic department, The Goodyear Tire and Rubber Co. of Canada, Ltd.

Transportation—Hwy

Henry J. Ankner—elected vice president, Branch Motor Express Co., Brooklyn, N. Y.; **Saul Burten**—vice president; and **J. Rubenstein**—controller.

Elliott G. Ewell—advanced to executive vice president-sales; **George E. Engelmann**—executive vice president-administration; and **Charles G. Hofreiter**—vice president-treasurer, Mack Trucks, Inc., Plainfield, N. J.

William Harrison Fetridge—joins Diamond T Motor Truck Co., Chicago, Ill., as vice president-director of sales.



Joseph E. Adams—elected executive vice president-manufacturing and development, The White Motor Co., Cleveland, Ohio; **John C. Tooker**—vice president, White, general man-

ager-Reo Div.; **Noah O. Gresham**—vice president-wholesale operations-White; **Harold Link**—general service manager-Reo Div.

F. Norman Hill—resigns from Red Arrow Freight Lines to accept post of general manager, San Antonio Transit System.

Brig. Gen. Ralph I. Glasgow, U.S.A. (Ret.)—appointed vice president-Atlantic-European Container Operations, Consolidated Freightways, Inc., Menlo Park, Calif.

Harold C. J. Cruze—made director-Safety Dept., Oregon Nevada California Fast Freight, Inc., and Southern California Freight Lines, San Carlos, Calif.; **Charles E. Burns**—revenue accounting supervisor.

Richard Eicher—assigned to Seattle Terminal, Denver Chicago Trucking Co.; **Frank E. McDonald**—named to newly-created post of manager-Import-Export Div.

Carl C. Crim—named "1959 Driver of the Year" by the American Trucking Assns., Inc., in recognition of 26 years of accident-free driving marked by life-saving efforts on and off the highways. Crim is a driver for Hugh Breeding, Inc., Tulsa, Okla.



Robert B. Fleming—new terminal manager, Ringsby Truck Lines, Inc., Salt Lake City; **Richard Gaik**—terminal manager-Kansas City; **Dorman L. Dimmitt**—in charge of Oakland, Calif., terminal.

Thomas R. Stephens—promoted to assistant to the vice president, Consolidated Forwarding Co., St. Louis, Mo.

Jack L. McNamara—elected vice president-sales, Red Star Transit Co., Inc., Detroit, Mich.

Edward W. Royer—appointed assistant general manager, Ryder Tank Line, Inc., Greensboro, N. C.

G. L. Smith—assistant vice president, Motor Cargo, Inc., elected chairman, Council of Safety Supervisors, American Trucking Assns., Inc., Washington, D. C.

—Rail

Arthur K. Atkinson—elected chairman of the Board and president, Wabash Railroad Co.

Carl A. Bick—elected president, The Monon Railway; **Charles C. Dawes**—vice president.

—Water

A. C. Ingersoll, Jr.—Federal Barge

Lines president, named chairman, Water Carrier Contact Committee, The American Waterways Operators, Inc., which advises National Industrial Traffic League on matters affecting water carriers.

L. D. Hotchkiss—confirmed as commissioner, Los Angeles Board of Harbor Commissioners.

J. F. Zumdieck—appointed assistant general manager, Alaska Steamship Co., Seattle, Wash.

Materials Handling

Joseph A. Ackermann—named sales manager; **John A. Draxler**—chief engineer, The Elwell-Parker Electric Co., Cleveland, Ohio.

Robert K. Lohman—sales manager-Cargotainer Div., Tri-State Engineering Co., Washington, Pa., named chairman of the Industrial Metal Container Section, The Material Handling Institute, Inc.; also named a director of the Institute.

W. A. Lynam—associate professor, industrial engineering, Case Institute of Technology, Cleveland; **R. L. Daggett**—professor-mechanical engineering, University of Wisconsin, appointed to serve on College-Industry Committee on Material Handling Education, The Material Handling Institute, Inc.

Robert F. Moody—sales manager, Domestic Industrial Truck Div., Hyster Co., appointed 1959 chairman of the Expositions Committee of the Material Handling Institute, Inc.

William K. Myers—elected president, Bas-sick Co., Bridgeport, Conn.



C. J. Carney—former managing director, Society of Packaging and Handling Engineers establishes consultant: firm of Carney Associates, Chicago.

P. K. Tremewen—new director of customer service, Automatic Transportation Co., Chicago.

Beauchamp E. Smith—elected vice president, Allis-Chalmers Mfg. Co., Milwaukee, Wis.

L. West Shea—newly appointed executive secretary-treasurer, Industrial Truck Assn., Washington, D. C.

Marvin A. Sweet—named partner, W. B. Semco and Associates, Los Angeles, Calif.

Packaging

Harry H. Balthaser—elected president of Fome-Cor Corp., Springfield, Mass.

HYSTER ANNOUNCES THE ALL-NEW

SpaceSaver

30 40 50

with
monotrol

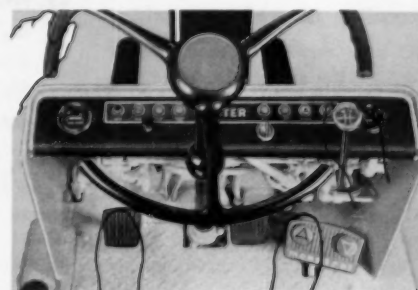
... the exclusive Hyster control system that sets a new standard for lift truck safety and performance.

NEW from the big cushion tires to the top of the rugged upright, Hyster SPACESAVER 30-40-50 (3000, 4000, 5000 lbs. capacity) Trucks *lift faster and maneuver quicker and easier* than any other trucks in their class. "Human engineered" by Henry Dreyfuss, industrial designer, for safety and operator efficiency.

See the new
SpaceSaver Trucks
with Monotrol in action
at the Material
Handling Show
CLEVELAND—
June 9-12

HYSTER®

INDUSTRIAL TRUCK DIVISION



The revolutionary MONOTROL system for the first time eliminates unnecessary and unnatural driver motions. Forward-reverse and speed are *right* foot controlled by Monotrol pedal. Driver's hands are free for full-time steering and load control. Automatic parking brake is push-button controlled. Precision inching control with *left* foot pedal.

Write to

HYSTER COMPANY, P. O. Box 847,
Danville, Illinois

MOVING AHEAD WITH INDUSTRY

Factories: Portland, Ore.; Danville, Ill.; Peoria, Ill.; Kewanee, Ill.; Glasgow, Scotland; Nijmegen, The Netherlands; Sao Paulo, Brazil; Sydney, Australia (licensee)

Circle No. 19 on Card, Facing Page 55, for more information

(Advertisement)

New C&D AccuPak*

plates improve battery performance; increase life!

Automatic nuclear control holds plate uniformity to finest possible tolerance; provides 100% inspection!

Electric truck battery users will find three major advantages in C & D *Slyver-Clad*® batteries containing the exclusive, new *AccuPak** plates:

1. Extra long life—because of longer, thicker plates.

The true final determinant of battery life is the amount of metal in the grids. C&D batteries outlast any other battery because they have the heaviest, thickest plates made. The maximum cross-sectional area grid is cast by a special process that eliminates flaws, shrinkage, cracks, and dross inclusions.

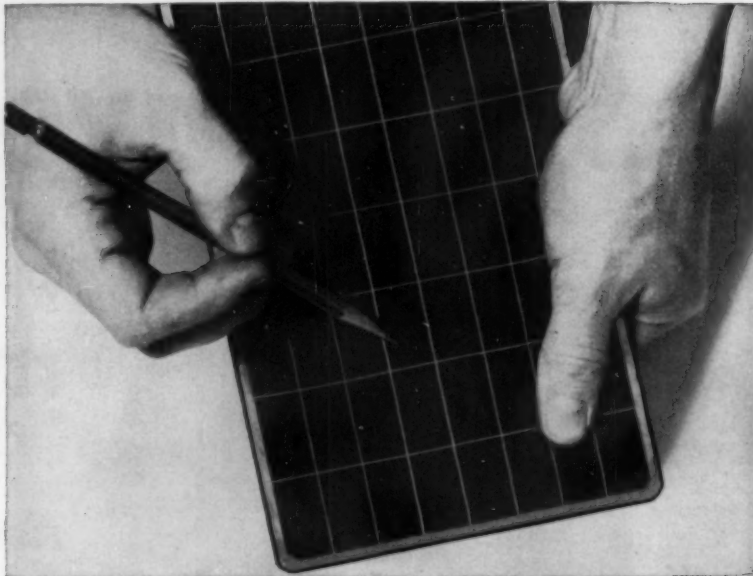
2. Extremely uniform *AccuPak* plates; no low cells; high capacity to end of life—due to *AccuRay* control of pasting.

C&D uses *AccuRay*** to automatically control the amount of active materials going into the grid structures of both positive and negative plates! C&D is the only industrial battery manufacturer using *AccuRay* control.

The use of *AccuRay* to control the pasting operation means that plates have maximum uniformity of weight, density, and thickness of active material. *AccuRay* controls uniformity to within



Exclusive *AccuRay* control—another C & D first—once again sets the pace for the battery industry. *AccuRay* automatically controls weights of all battery plates to a point of uniformity heretofore impractical.



Precise weights and amounts of lead oxides must fill the especially cast battery plate grids to assure the maximum capacity and electrical characteristics.

$\pm \frac{1}{2}\%$ and automatically subjects every plate to a 100% inspection.

3. No life-shortening nor capacity drop-off due to sediment build-up—because of *Slyver-Clad*® insulation and retention.

The longer, heavier, more uniform plates are then wrapped with the time-proven C&D *Slyver-Clad* five-fold insulation. This consists of a layer of extremely fine parallel glass filaments or sliver, a vertical glass wrapping, a horizontal glass wrapping, a perforated plas-

tic retainer, and finally a microporous rubber separator.

The combination of these five layers of retentive materials virtually eliminates shedding, or loss of active material, with its accompanying life-shortening build-up of sediment in the bottom of the container. Thus, a huge bottom sediment space is not needed. C&D fills this space in standard containers with the heaviest, thickest plates available in any industrial battery.

For full information on C&D *Slyver-Clad* batteries featuring *AccuPak*, write for Bulletin IT-530.



Since 1906

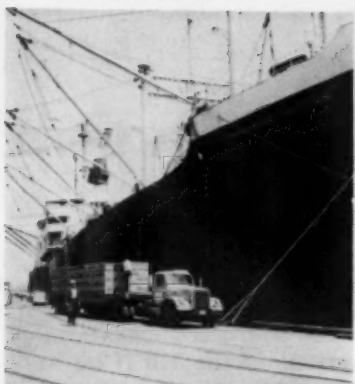
C & D BATTERIES, INC.
of Conshohocken, Pa... Attica, Ind.

Sales and Service Offices in Principal Cities from Coast to Coast

Manufacturers of *Slyver-Clad*® Industrial Batteries • **PLASTICELL**® and **PLASTICAX**® Batteries for Communications, Control and Auxiliary Power • Producers of *Autolay*® Silicon Chargers

*Trademark, C & D Batteries, Inc.

**Trademark, Industrial Nucleonics Corp., Columbus, Ohio



JUNE 1959 VOL. 58, No. 6

TMs Tackle Export Shipping

How much should today's traffic manager know about the modern export traffic picture? Salient points are given here

AT SOME time in his career, every traffic manager has something to do with export and/or import shipping. It may be indirect, such as shipping to a military or GSA establishment at some domestic port, but packaged for export shipment. Or it may involve shipping the boss' car to the Riviera.

It could, however, involve a series of shipments as the company "looks into" the foreign market with its products.

These experiences could be good or bad for the TM. Good, if his required part in these shipments is handled well. Bad, if his lack of knowledge results in mishandling.

After all, top management takes for granted that the head of its traffic department is an authority on all kinds of transportation. "And what's so different about handling shipments to Bordeaux or Buenos Aires and those to Anchorage or Honolulu?" an industrial executive demanded of his export sales manager when he wanted to hire a traffic man to handle foreign shipments.

That there are differences, every transportation specialist will admit. But in management's eyes, they are mere details.

Which Knowledge Needed?

If TMs want to avoid management criticism, they should acquire a good grasp of export shipping—for the day when they may need it personally; for supervisory needs if an export specialist may have to be added to the staff.

How much additional knowledge must be acquired for handling export shipments? Actually, no pat answer is possible. Some TMs might answer, "I just turn such shipments over to a foreign freight forwarder and forget them."

Well, that's one way; perhaps a very good way under certain circumstances. But, if one has little or no knowledge about export shipments, how can he be sure?

At the other extreme is the foreign traffic expert who might say, "I've been in export shipping for 25 years and I still don't know all answers."

Undoubtedly, this man is not just being modest. The transportation industry never was in a state of change as it is now.

Some Common Areas

But, actually, there is an area of overlapping knowledge. Export traffic men first must get their cargoes to a port. This requires domestic rail and/or truck service.

While some may consult their company's traffic manager, perhaps a greater number handle those shipments themselves.

Incidentally, in a situation like this, the traffic manager had better be on his toes. An export manager for a Cleveland manufacturer set out to cut his transportation costs.

He wanted to improve his competitive position in the foreign market. When he presented his problem to the railroad, he found a readiness and willingness on the part of the carrier to reclassify some of the products at a lower rate.

Needless to say, he must have been quite proud of his achievement. And the news of his success must have spread. He was asked to tell his story at a clinic of export managers. After he related the details to his audience, he said, "These are things that, without a doubt, good traffic managers do automatically. But our traffic manager had not."

If he used these words in public, chances are that he used them—or stronger—in his report to management.

Export managers specify, supervise and/or check the packing and packaging of their products. Many traffic managers also assume that responsibility.

(Please Turn to Page 93)



The TM and Ocean

By Ronald L. Kramer

Professor, Commerce and Transportation, University of Penna.

Rates, tariffs, shipping conferences are a few of the ever-important considerations of the TM if he is to get maximum benefits from ocean shipping

ARE YOU about to ship by sea for the first time? If you have experience only with land transportation, you will find that the work has changed as greatly as the vehicle which will carry your shipment.

Every traffic manager knows what a railroad or motor freight tariff looks like. He may even have seen an airline freight tariff.

But probably not one in fifty has seen the tariff of an ocean shipping company. This is not because they have no tariffs. They do. However, such tariffs are not available free and, in many instances, they are not for sale at any price.

This is just one peculiarity of ocean rates.

Which Way?

Where does the TM get ocean rates? Ocean rates are obtained by the TM upon request to a shipping company which offers services in which the TM is interested or else he obtains rates from a foreign freight forwarder.

The foreign freight forwarder is not in the shipping business merely to quote rates unconditionally. His business is the handling of shipments and documents for export and import trade. When engaged in this capacity, he does business with the shipping company on behalf of the TMs for whom he acts as forwarder.

The foreign freight forwarder is entitled to and receives brokerage from the shipping company for bringing in business.

If the TM has the time and patience, he can go to the office of the shipping company and ask to examine the tariff.

Steamship men say that their tariffs are always available for inspection—at their office. Every TM would prefer, however, to have his working tools in his own office.

The TM is accustomed to scales for weighing shipments, whether they go by rail, motor, barge, air, or parcel post. He may be shocked when he learns that the basis of assessing charges for ocean shipping is weight or measurement, ship's option.

It is written W/M—S/O, and means that the shipment will be weighed and measured. The basis that pays the highest charges will prevail.

Before demonstrating how this works, here are the various kinds of cargo measurement used in ocean shipping.

Weight Tons

The standard basis for assessing freight charges for shipping companies is the ton. A ton can be 2240 lb, 2000 lb or even 2204.6 lb.

All are weight tons and they apply in different trades as defined

Correction No. 812 (Cancels 631) Cancels 7th Revised Page No. 193 Issued: November 29, 1958				F.M.C. Tariff No. 22 8th Revised Page No. 193 Effective November 17, 1958			
Group Ports		1	2	3	4	5	
COMMODITY		Nagoya Tokohama Kobe Osaka	Manila HongKong	Cebu Iloilo	Takao Keelung	Saigon	Item No.
Tacks, Iron or Steel	Contract - C Rate	\$ 18.00	\$ 18.00	\$ 51.50	\$ 55.00	\$ 54.50	2062
	Non * -NC Basis	52.00	52.00	55.50	59.00	58.50	
Talc, Packed	C Wt.	15.75	15.75	19.25	22.75	22.25	2065
	NC Wt.	19.75	19.75	53.25	56.75	56.25	
Talcum Powder, In Cases or Cartons	C W/M	12.00	12.00	15.50	19.00	18.50	2066
	NC W/M	16.00	16.00	19.50	53.00	52.50	
Tank Material, Wooden, Without Fittings		C MEM 1/	58.50	58.50	62.00	65.50	65.00
		NC MEM 1/	62.50	62.50	66.00	69.50	69.00
		1/ Rates based on an MEM basis shall be double the revenue ton outport rate to ports of destination published in the Emergency Section of this tariff.					
		Expiration date extended (from Dec. 31, 1958).					

Shipping

in tariffs which you may never have seen.

In American overseas trade generally, the 2240-lb ton governs weight charge. In the Far East (trans-Pacific) trade, the 2000-lb weight ton governs.

The 2204.6-lb (metric) ton is rarely if ever found in United States export trade.

Yardstick

In addition to these weight tons, there is also a measurement ton which is a standard 40 cu ft. To illustrate this basic principle of ocean shipping rates:

W/M—S/O If we have a shipment that weighs 4760 lb and measures, all dimensions considered, 75 cu ft., it will be assessed on a basis of weight.

This is because the shipment will pay higher charges if the rate is based on weight than if it is based on measurement.

There are more than two tons in 4760 lb at 2240 lb per ton and less

than two tons in 75 cu ft at 40 cu ft per ton.

If the shipment weighs 4760 lb and measures 100 cu ft, more tons and fractions of tons will be assessed on a measurement basis than on a weight basis.

There would be $2\frac{1}{2}$ tons to be charged for on a measurement basis and $2\frac{1}{8}$ tons on a weight basis.

This is exactly what the phrase "S/O" means—the basis which pays the higher charges.

Class and commodity rates is a common division of rates for railroad, motor, and air lines. However, except for the nearby Caribbean trades, there is no such thing as a class rate in ocean shipping tariffs.

All of the rates are commodity rates although occasionally a big line provides a grouping system that is similar to classification. The numbers of the groups run into the hundreds.

If a product is offered for shipment and the tariff provides no rate for this product, the shipping company will either establish a rate for the product or, as it will do in most instances, provide an interpretation according to which the product receives the same rate as some other product related to it.

For products of high value,

such as jewelry, furs and similar expensive articles, the rate will probably be quoted on an ad valorem basis. This means that the shipment will not be weighed or measured but the charges will be determined by taking a percentage of the value of the product.

This might be 1 per cent and up but the highest percentage the writer has ever seen is 10 per cent.

Differential rates is a subject familiar to the TM who knows of differentials applicable to certain out-of-the-way places where the rate is obtained by applying the differential for such a place to a base rate applicable to an important point.

The same procedure applies in ocean shipping where the base rates will apply to certain so-called base ports.

For rates to so-called out-ports, certain differentials must be added. For example, in the Far East trade from the U. S. Atlantic and Gulf Coasts, the base ports are Hong Kong, Manila, Yokohama, and Kobe.

For a rate to out-ports in the area, a scale of differentials will apply. They are to be added to the rates of the base ports.

Ocean shipping rates include the expense of loading and unloading a shipment. When shipments are so heavy that they cannot be handled by the ship's machinery or the machinery available at the pier there will be a heavy lift charge.

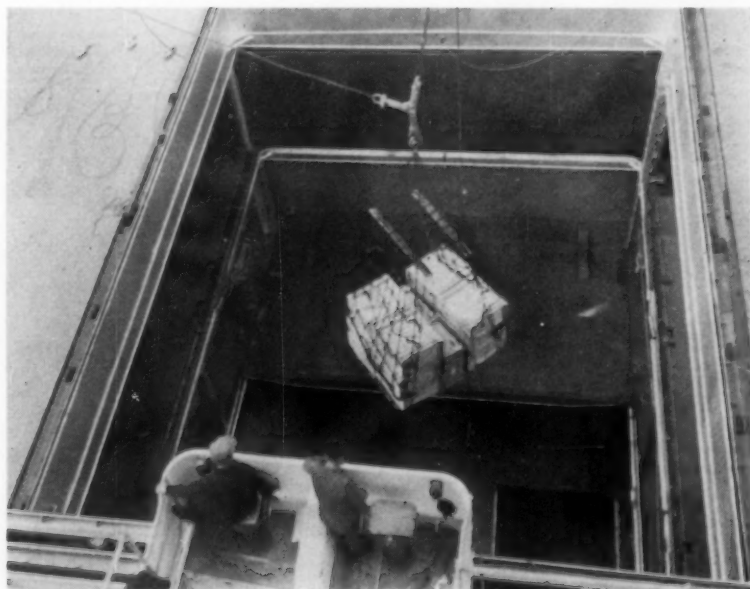
This is caused by the necessity of bringing a floating crane that can handle the shipment or by moving the ship to some berth where equipment is available to handle the shipment.

A scale of heavy lift charges is found in ocean shipping tariffs. Charges increase as the weight of the shipment increases.

Conferences

While it is true the shipper and the foreign freight forwarder go to the shipping company for rates and service, the fact remains that nearly all shipping companies belong to a kind of traffic association known as a conference.

Among the many things that a conference does is the publication
(Please Turn to Page 97)



Order-Control System Speeds

A fool-proof order control system helps this company maintain an inventory

SHIP TO:

JOHN J. BRADY CO.
17455 MACY ST. NOTTINGHAM
DETROIT 26, MICHIGAN

DATE ORDERED: 12/17/57
QUANTITY: 8135
CARTON NO.: 1797

DISC/L/M

OLD PINE	260-1
OLD PINE	69-6
BLACK & GOLD	69-60K
OLD PINE	75-6
BLACK & GOLD	75-60K
OLD PINE	206L-5

This package contains only the item ordered in 800

Marginally punched duplicate shipping forms pictured here are five in number. They contain pertinent matter.

Items listed on shipping release form are carefully checked to avoid error. Note carton size and protection



AN ORDER system which can help manufacturers relate their inventories of both supplies and finished products to market demands was recently installed at our New England plant.

It has brought our furniture manufacturing operation the benefit of minimum inventories while assuring that demand can be met.

Improvement Needed

Although our past indicated a well established pattern of demand, we decided that any system installed should not be based on a program of manufacturing for stock in anticipation of future orders.

It would inevitably require greatly increased storage areas, reduce stock-turn, and risk financial loss from obsolescence or changes in demand for different styles.

However, we recognize that our order control system resulted in delayed shipments, more back orders, and customer complaints.

Paperwork

Also that the seemingly needless but endless amount of paperwork required of the personnel in our Shipping Department was too great.

Shipper is shown using part of Royal McBee Corp. system as he processes an order being readied for shipment



By Carlton E. Nichols
President, Nichols and Stone Co.

Shipments

in line with job orders

Our task of coordinating orders with shipments was intensified by the 50 different styles in as many as 15 finishes which make up our regular line. This does not include the raft of special chairs required for over 100 different colleges and schools.

An added complication was the necessity of scheduling shipments from our regular line in not under 100-lb lots three or more chairs per shipment to save the customer excessive freight charges.

Incoming orders average 200 per day during our busy season from September through March. Monthly production of chairs reaches approximately 15,000 units.

Billing System

A new order billing system was installed. It uses duplicating equipment and a format to analyze orders and shipments to coordinate production with open orders.

A spot survey had revealed 2600 open orders, of which 47 per cent called for only a single item, 72 per cent called for no more than two different items, and 87 per cent called for a maximum of four different items.

Many orders were usually short one item of sev-

eral contained in the original order. Scheduling production and shipments to avoid extreme delay in completing shipments and unnecessary expense to both customer and manufacturer was a major problem.

Problems Solved

The installation of a control system involving the office duplicator and punched card techniques has enabled us to solve many of these problems. Among the major benefits obtained are:

- Reduction of open orders by 25 per cent.
- Reduction of the number of shipments required to fill the average single order by approximately 50 per cent.
- Effective transfer of control of shipments from the shipping department to the sales and administrative office. Moreover it has greatly reduced the number of chairs being held in the shipping room waiting for other chairs to be finished.
- Ease in matching open orders against stock on hand, a vital factor in efficient scheduling of shipments to reflect such considerations as (a) age of open orders, (b) existence of other open orders from the same customers, and (c) more intimate knowledge of what effect a prompt or delayed shipment might have on the relationship with any given customer.
- Improved customer service.
- Faster internal processing of order and sales data needed by management.

System Explained

Incoming customer orders are checked for credit reference and edited in the sales department, then each is typed via electric typewriter on a master paper.

A separate order master is used for each complete order. It lists customer and address, style and finish of chairs ordered, quantity and price per chair. From this are reproduced several forms:

- Three acknowledgment copies; one each for customer, salesman, and sales manager.
- One red-printed order control punched card.
- As many brown-printed item control punched cards as there are different styles and finishes of chairs on the order. Each card represents only one style and finish of chair on a customer's order since it must lend itself to rapid sorting and tabulating at various points in our control system. This is accomplished by having the cards pre-printed with shading to block out every line except line 1 on one group of cards, every line except line 2 on a second group of cards, etc.
- A shipping release form.
- Shipping labels.
- A new billing master to serve later.

(Please Turn to Page 99)

Form shown here is part of control system devised to prevent delayed shipments, back orders, customer complaints

SHIPPING RELEASE COPY

NICHOLS & STONE COMPANY
CARBONER, MASS.

JOHN J. BRADY CO.
15452 WACK AT NOTTINGHAM
DETROIT 26, MICHIGAN

12/12/57
\$135
2222

DESCRIPTION	QUANTITY	UNIT PRICE	TOTAL
2 OLD PINE	40-1	2	9.00
3 OLD PINE	60-6	2	15.00
4 BLACK & GOLD	60-60C	2	20.50
5 OLD PINE	75-6	2	15.50
6 BLACK & GOLD	75-60C	2	17.00
7 OLD PINE	200-5	2	17.50

1789 15346 12/12/57
2222 12/12/57 12/12/57

DA

NEW PRODUCTS

. . . . FOR FURTHER INFORMATION

Barrel Handler

Increased operating range of chime hook to handle, and shorter axle length are two improvements claimed for this Nutting Truck and Caster Co. barrel handler. Overall width is now

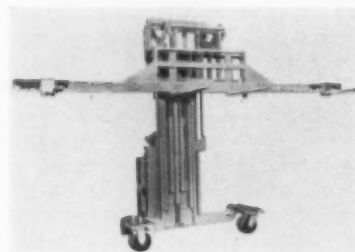


narrower than the load and operating range from hook to handle permits handling of 40-in. high barrels. The mover is made of welded pipe and is braced by steel angle crossmembers. The truck loads and unloads automatically.

Circle 35 on Card, Facing Page 55

Fork Carriage Extension

A new fork truck carriage extension for use with narrow aisle trucks has been designed by the Raymond Corp. It is especially for use with the firm's four-directional truck. It permits long flexible loads to be handled



with speed and safety. Strip stock, tube stock, light bar stock, and broadloom carpet are examples of springy items handled more efficiently with the attachment. Loads of 15 ft or longer can be accommodated.

Circle 36 on Card, Facing Page 55

Belt-on-Roller Conveyor

Here is Rapids-Standard Co.'s simplified horizontal belt-on-roller conveyor. Available in two series, the conveyors are designed to handle bags, boxes, cans, cartons, drums, and other various sized items. The 904 series is offered in three power drives,



$\frac{1}{2}$, $\frac{3}{4}$, and 1 hp capacities. Belt widths are 8, 10, 14, 16, 20, and 24 in. Series 905 power drives range up to 5 hp and belt widths from 12 through 48-in. in 6-in. increments.

Circle 37 on Card, Facing Page 55

Truck Leveler

Here is a device which raises or lowers the truck bed to dock level. It is manufactured by Rotary Lift Co. The leveler employs a non-skid steel platform set flush with the paving in front of the loading dock. The front edge of the platform is hinged. The



rear edge is supported by two oil-hydraulic jacks. Rear wheels of the highway carrier rest on the leveler platform over the jacks. The jacks are raised or lowered to bring carrier bed level with loading dock. The incline angle between truck and dock is reduced to a minimum. Pushbutton controls are located wherever convenient.

Circle 38 on Card, Facing Page 55

Drum Handling Attachment

This drum handling attachment can be used interchangeably with the Lewis-Shepard line of electric forklift trucks. It is mechanical and is designed to engage, transport, place,



and tier any conventional-type drum without the use of pallets or dunnage. The clamping mechanism is adjustable from 35 to 14 in. The jaws are efficient in use with steel, fiber, or light-gage metal drums.

Circle 39 on Card, Facing Page 55

Felt Tip Marking Pen

Garvy Corp. presents this marking pen. It has a metal body containing supply of either black, red, blue, yel-



low, green, orange, brown, or violet ink. It applies ink to glass, metal, wood, paper, cardboard, or plastic.

Circle 40 on Card, Facing Page 55

and EQUIPMENT

PLEASE USE READERS' SERVICE CARD • • PAGE 55

Personnel Transport

A material and personnel transporter is currently being offered by the Prime-Mover Co. Engineered for



continuous use, the truck features a 9.2 hp air cooled Wisconsin engine, industrial driveshaft, and full torque shifting constant mesh transmission.

Circle 41 on Card, Facing Page 55

Pallet Load Tying Ropes

Positive holding action is provided by a compact metal fastener at the end of each tie-up from The Tie Co. In warehouse use, the rope is looped around the top tier of the pallet load, tightened and tied with one wrist mo-



tion when the free end is pulled snugly between the open bars of the fastener. One pull releases tension and the tie is ready for re-use. With the upper tier of containers thus secured, fork trucks handle pallet loads faster. Breakage losses are reduced.

Circle 42 on Card, Facing Page 55

Power Brush Belt Cleaner

Osborn Mfg. Co. presents this brush designed to clean the "carry-back" from conveyor belting. Extremes of both high and low temperatures are encountered in conveyor belt operations. This brush, made of Korfil P, is suited for such application because it does not absorb mois-

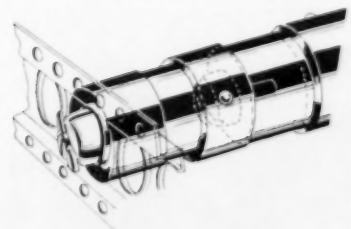


ture. It does not soften or become brittle at low temperatures. The brush is not harmed by acid or alkaline "carryback." The material which adheres to the belt after the belt passes over the header roll and is unloaded is "carryback."

Circle 43 on Card, Facing Page 55

Cargo Lock Holds Loads

One of transportation's most annoying problems, cargo shifting, is solved with the help of this lock from Woodside Engineering Co. The lock consists of a rail in any length desired with flanged plug holes in which the plugs are set. The rails are made of heavy gage galvanized



steel, but are available in high strength aluminum alloy or stainless steel. There are no burrs to injure walls, sides, or floors of trucks or cargo. The rods telescope to any length desired. Since the rails have flanged holes at regular intervals, it is possible to make almost any combination of partitions inside the truck body so that cargo will be divided and be easily accessible for each delivery.

Circle 44 on Card, Facing Page 55

Walkie, In-Between Handler

This walkie is equipped with a 12-volt industrial battery and self-con-

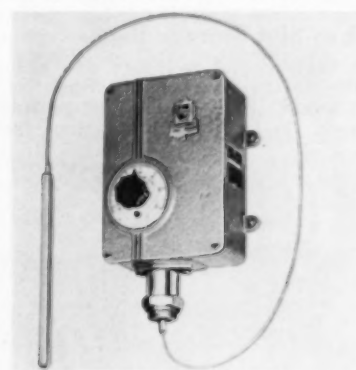


tained battery charger. It is constructed for 1000-lb loads lifting to 57-in. height. Big Joe Mfg. Co. is the manufacturer.

Circle 45 on Card, Facing Page 55

Temperature Control

The Partlow Corp., is introducing a multi-stage temperature control unit which operates through the simple and positive action of mercury. It is



possible to set up any combination of up to four functions at any point on the scale. A separate auxiliary switch can be pre-set to open if the temperature knob is turned below a predetermined point.

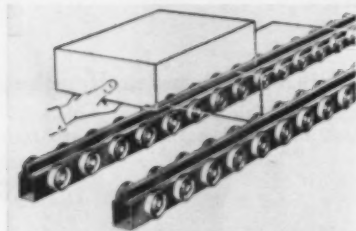
Circle 46 on Card, Facing Page 55
(Please Turn Page)

New Products and Equipment

(Continued from Preceding Page)

Live Storage System

The M-H Standard Corp. has improved its live storage system for cartons and other flat surfaced items. A change in the rail design permits heavier loading, longer unsupported

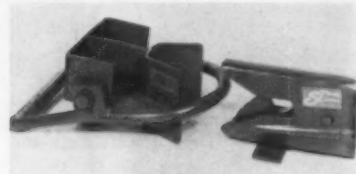


rail spans, more uniform rolling, and a wider selection of wheel spacings. The rails are stocked in standard foot lengths, but are available in any length up to 20-ft long on special order.

Circle 47 on Card, Facing Page 55

Automatic Steel Coupler

Automatic couplers for tractor-trailer operations are announced by SI Handling Systems, Inc. They are

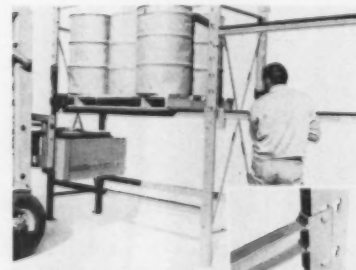


fabricated from steel plate. The couplers are equal in strength to, and interchangeable with, conventional cast steel couplers.

Circle 48 on Card, Facing Page 55

Key-Slot Storage Racks

This key-slot rack is a new addition to the Sammons and Sons line. The rack can be assembled by one man. It is designed to permit the



slipping of load bars into conveniently spaced key hole slots in the uprights. All bolting and welding is thus eliminated. Two key slots for each bar connection give strength.

Circle 49 on Card, Facing Page 55

Safety Latch for Hoists

A safety latch for hoist hooks which prevents accidental detaching and dropping of loads is in production at The Harrington Co. The latch can be fitted on any hoist hook



in a matter of minutes with simple hand tools. A clamp-on collar and a corrosion resistant spring-loaded safety latch are the only two major parts of the device. Lugs on both sides of the latch allow personnel to set or release the device without placing fingers in the hook opening.

Circle 50 on Card, Facing Page 55

Two-Wheel Hoist Trolley

Here is a two-wheel hoist trolley with 500-lb capacity for straight and curved monorail systems. It is available from Anchor Steel and Conveyor Co. Loading capacity can be doubled by adding two trolleys with a load bar

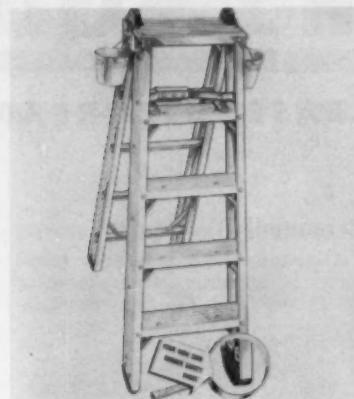


between. Each trolley wheel has a standard grease fitting for convenient pressure lubrication of bearings and minimized maintenance. Standard applications of these trolleys include hoists, bridge cranes, and end trucks.

Circle 51 on Card, Facing Page 55

Multi-Purpose Ladder

A ladder which can be used as a step, extension, or stairway ladder; scaffold base; or two separate ladders is offered by Lincoln Mfg. Co., Inc.



Rubber safety shoes on all four legs, wide treads and siderails, and serrated aluminum rungs are a few of the ladder's features.

Circle 52 on Card, Facing Page 55

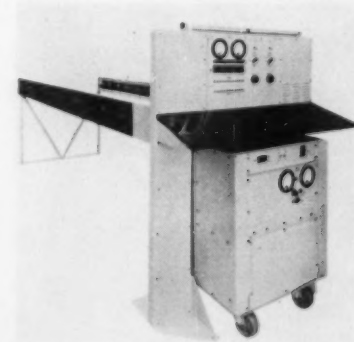
Unitized Power Pack

According to C and D Batteries, Inc., utilities and industrial plants can obtain a greater margin of reliability and safety for switchgear and other protective power devices with a new unitized power pack. It is a battery and charger combination. The power pack combines high capacity lead-calcium grid control batteries with silicon charger.

Circle 53 on Card, Facing Page 55

Battery Charging System

High flexibility and operating convenience are claimed by Sorensen and Co. for its new battery charging system. The system will charge as many as 12 24-volt, 24 12-volt, or 48 6-volt



batteries at a time. The unit has a writing desk and lamp. Also, it is equipped with a voltmeter, an ammeter, and a pushbutton selector switch. The switch allows individual monitoring of any of the twelve charging stations.

Circle 54 on Card, Facing Page 55

Rider-Scrubber Vacuum

A rider-type combination scrubber-vacuum, capable of cleaning up to 95,000 sq ft of open floor area per hour, is offered by Finnell System, Inc. The scrubber removes dirt and grime by the action of four 18-in. brushes op-

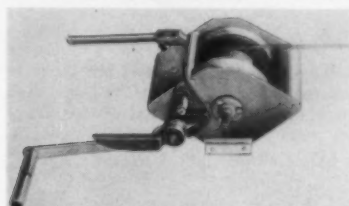


erating at 180 rpm. The brushes agitate a cleaning solution dispensed from a 150-gal solution tank. Pressure on the floor is variable up to 400 lb. A squeeze funnels loosened dirt into a 150-gal tank via a 75-cfm vacuum.

Circle 55 on Card, Facing Page 55

All Purpose Winch

A new line of portable, spur-gear winches in $\frac{3}{4}$ and 1-ton capacities has been announced by The Lug-All Co. The winches offer protective, torsion,

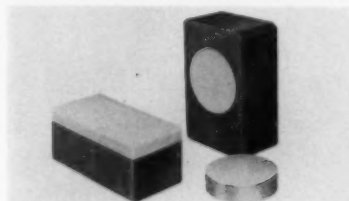


and pressure-proof steel housings. Also separate handbrakes for rapid lowering with accurate control, direct drive for rapid let out and take up of cable.

Circle 56 on Card, Facing Page 55

Disc-Type Aisle Markers

Fiberglass discs for permanent aisle marking in wood, tile, concrete, and asphalt floors are shown here. Offered by Hayden-Shaw Mineral Prod-



ucts, the discs are available in standard colors: yellow, orange, white, red, or colors to meet special requirements. The markers fit flush with the floor.

Circle 57 on Card, Facing Page 55

Aluminum Panel Rib

A distinctively corrugated steel or aluminum panel is standard on all of its buildings for wall and roof covering, reports Butler Mfg. Co. An exterior wall which is furnished inside and out in various combinations of steel and aluminum is ready for use as installed. The walls are fully insulated. The ribbed panels are 3 ft



wide and available in lengths up to 32 ft. Buildings up to 32 ft high at the eave can be covered with remarkable speed. The corrugated panels are said to provide greater strength, rigidity, and weather tightness. The panel walls are hollow metal wall sections that are completely insulated. They are said to have the insulating efficiency of masonry walls over a foot thick.

Circle 58 on Card, Facing Page 55

Rider-Type Power Sweeper

A rider-type power sweeper designed to reduce cost of narrow-aisle sweeping is announced by G. H. Tennant Co. Traveling at speeds up to 5 mph, the new machine cleans a path 28-in. wide. Average sweeping capac-

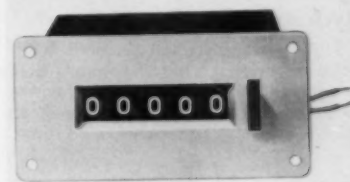


ity is said to be three to seven times more than is possible with a push-broom. A dual foot pedal control eliminates hand shifting. Left pedal permits rapid change from forward to reverse; right pedal regulates sweeper speed and provides brake action.

Circle 59 on Card, Facing Page 55

AC Electric Counters

Durant Mfg. Co. announces that its YE series of electric counters is now offered for AC current applications. Speed obtainable is up to 1500 counts

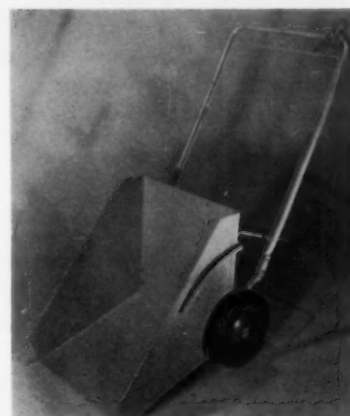


per minute. The counters are offered in four models, panel mounting and base mounting with instant electric reset or push button instant reset.

Circle 60 on Card, Facing Page 55

Combined Shovel, Barrow

This combination shovel and wheelbarrow eliminates exertion of stoop, lifting, shoveling, balancing, and pushing heavy loads. It is easy to

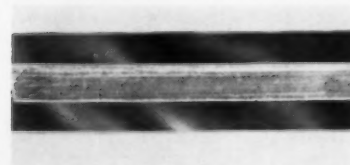


maneuver by pushing or rolling. Dozens of other uses around the factory make it a must on every equipment roster. ALUMCO is the manufacturer.

Circle 61 on Card, Facing Page 55

Waterproof Strapping Tape

A new waterproof, pressure-sensitive strapping tape for heavy-duty packaging and bundling has been developed by Permcel. The use of My-



lar backing and the formulation of a special transparent adhesive give the tape its waterproof quality. Rayon strands for reinforcement give high tensile strength and shock resistance.

Circle 62 on Card, Facing Page 55
(Please Turn Page)

New Products and Equipment

(Continued from Preceding Page)

Hydraulic Trailer

This half-ton trailer features a hydraulic-mechanical system which raises or lowers the trailer bed to ground level. Body locks securely in raised position for shock absorbing,



independent spring suspension ride. A reinforced tailgate serves as loading ramp. Inside body dimensions are 48 by 72 in. The trailer has 15-in. sides. Over-all road clearance is 14 in. Rated load capacity is 1000 lb. Trail-elevator is the manufacturer.

Circle 63 on Card, Facing Page 55

Tractor Shovel

Carry capacity load for this tractor shovel is rated at 12,000 lb. It is available with buckets from 3 to 6 cu yd for handling various materials. Offered by The Frank G. Hough Co., the tractor's bucket can be tipped



back 40 deg at ground level. As the boom arms are raised, this tip back continues to a maximum of 75 per cent thus placing the load in a flat, horizontal position which reduces to a minimum the amount of spillage. Both air brakes and power steering are standard.

Circle 64 on Card, Facing Page 55

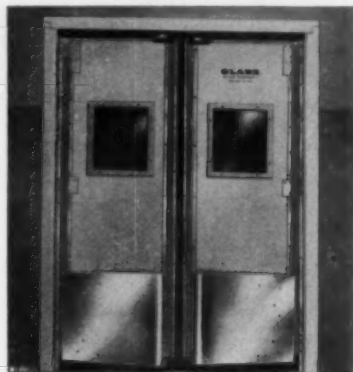
Anti-Skid Silica Agent

Slippage of fiberboard shipping cartons, due to impact, acceleration, and deceleration can be reduced two-thirds by an application of colloidal silica. E. I. du Pont de Nemours and Co., also states that 75 per cent of all rail damage to one-trip boxboard containers is ascribed to these causes. Chemically, the product can be considered a colloidal solution of hydrated silica or a polymerized form of silica acid. It can be applied without difficulty on any corrugating line.

Circle 65 on Card, Facing Page 55

Shock Absorber Door

The bumper takes the shock, not the door. This feature permits the new self-closing door to withstand continual pounding by heavily laden fork trucks without damage or time lost for repairs. Introduced by Clark Door Co., the doors have resilient



urethane-filled bumpers. Flexibly suspended hinges provide uniform distribution of stress throughout the door length at either side.

Circle 66 on Card, Facing Page 55

Spark Protected Truck

A Type EE spark-protected label has been given to Automatic Transportation Co.'s battery-powered, stand-up, end-control docker. The trucks can be used in locations classi-



fied as Class 1, Division 2, and Class 3, Division 2. All switches, controllers and contractors are enclosed in a steel case. The case is mounted on the battery compartment cover and in no way interferes with the operator's vision.

Circle 67 on Card, Facing Page 55

Stock Trailer Chart Holder

A stock trailer with chart holder is offered by Palmer-Shile Co. Mounted on the handle bar of the trailer is a metal stock chart holder for record keeping convenience and effi-

ciency in stock selection. Units are designed for use in trains, with an overhead towline, or operated individ-

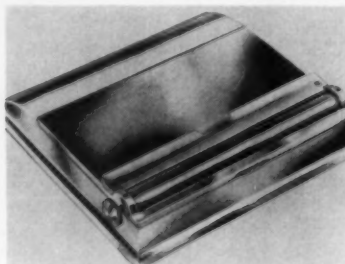


ually. Each unit is equipped with a wishbone coupler and an eye in the back, two swivel and two stationary rubber tired wheels, link chains, and hook for towline operation.

Circle 68 on Card, Facing Page 55

Shipping Label Gluer

A heavy-duty label gluer has been developed by Glue-Fast Equipment Co., Inc. Designed for applying glue

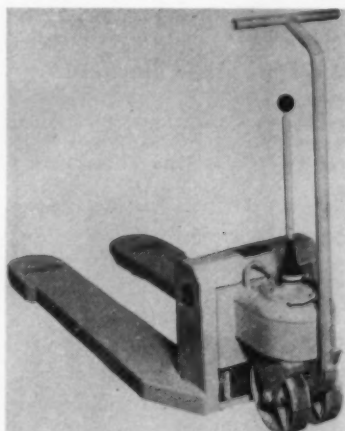


to large-sized ungummed labels, it is said to be ideal for industrial use with large labels. Simplicity of construction makes operation easy and clean.

Circle 69 on Card, Facing Page 55

Double Face Pallet Truck

Here is a 4000-lb capacity double face pallet truck by the Colson Corp. It weighs about 275 lb and can handle loads with its 240 deg turning

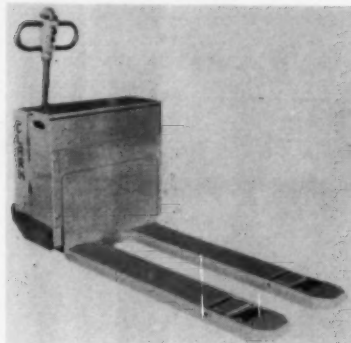


radius. This truck is available in 25 and 27-in. widths. Fork lengths vary from 30 to 48 in.

Circle 70 on Card, Facing Page 55

Low-Lift Pallet Truck

Clark Equipment Co. has accomplished significant improvements in its low-lift pallet truck. The front frame, cylinders, and drive unit have been changed. Rather than the sheet metal cover previously used, the protective covering for the hydraulic sys-

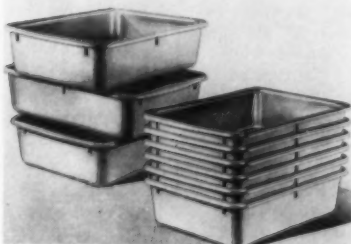


tem is now a part of the frame. Piston-type cylinders replace the old ram-type to avoid hydraulic oil seepage. Fork return springs have been placed within the cylinders to prevent damage due to corrosive conditions. The drive unit is now designed to provide as high as 33 to 1 gear reduction.

Circle 71 on Card, Facing Page 55

Polyethylene Containers

Refrigeration men can use these polyethylene containers, made by Jarvis and Jarvis, Inc., for many



purposes inside frozen food lockers. They will not harden or crack. The containers are flame-retardant too. Light to lift, easy to hold, the boxes have roll-over edges.

Circle 72 on Card, Facing Page 55



For prompt service, use postage - free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material is **FREE** unless otherwise noted.

Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of **DISTRIBUTION AGE**. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 55.

Three Fork Trucks

Allis Chalmers' new fork truck three-some in the 2000-3000 lb capacity class features a 35-hp engine. Circle No. 5.

Fire, Burglary Protection

Information on protection of warehouses against fire and burglary is offered by American District Telegraph Co. Circle No. 15.

Portable Elevating Trucks

Portable elevating trucks made by The American Pulley Co. can handle any stacking job up to 130 in. Circle No. 18.

Electric Walkie Trucks

Automatic Transportation Company's electric walkie-type trucks perform 1001 jobs. Circle No. 2.

End-Control Lift Truck

Heavy loads and congested areas are not problems for users of Dockers made by Automatic Transportation Co. Circle No. 28.

Long-Life Batteries

AccuPak plates improve battery performance and increase the life of C&D batteries. Circle No. 20.

Teletype Car Reporting

CLIC—an all-teletype car reporting system—lets Chesapeake and Ohio Railway customers locate cars quickly. Circle No. 29.

Clamp Lift Truck

By using a Clark Slender-Arm Clamp, your company may be able to eliminate pallets. Circle No. 14.

Jet Cargo Service

Same-day delivery between Chicago and Los Angeles is possible on Continental Airlines' 707 jets. Circle No. 30.

Steel Shelving

Strength in Deluxe Metal Furniture Company's steel shelving results from coping corners to fit around closed up-rights. Circle No. 24.

Containers on Flat Cars

The Dempster Dinosaur permits one man to put containers on standard railroad flatcars. Circle No. 13.

Slotted Steel Angle

Dexion slotted angle is made in heavy-duty, standard, and light-duty sizes to meet every need. Circle No. 12.

New Highway Truck

New Dodge van-type truck has the extra push to whisk a giant payload through heavy traffic. Circle No. 7.

Adjustable Pallet Racks

Equipment Manufacturing, Inc., offers fully adjustable racks for pallets and skids. Circle No. 16.

Electric Truck Battery

Exide-Ironclad Batteries have permitted industrial trucks to do 87 per cent more work. Circle No. 6.

Van Line Service

Global Van Lines, Inc., provides industry with a specialized moving service. Circle No. 31.

Industrial Tire Survey

Information on a free analysis of your industrial tires has been prepared by B. F. Goodrich. Circle No. 21.

Truck Dock Fenders

All-rubber truck dock fenders by Good-year absorb mounting maintenance costs in the shipping department. Circle No. 4.

Fast Package Express

It's there in hours when you ship by Greyhound Package Express. Circle No. 32.

New Fork Truck

Hyster announces its all-new Space-Saver with Monotrol, new fork lift control system. Circle No. 19.

Easy-Access Fork Truck

Lamson Mobilift Corp.'s fork trucks feature easy access to the engine and battery. Circle No. 22.

Handling Equipment Catalog

Lansing Co., manufacturer of materials handling equipment, is offering a new catalog. Circle No. 25.

Electric Tractor

Lift Trucks, Inc., is the manufacturer of a powerful electric tractor which hauls one or several units. Circle No. 8.

Low-Cost Handling

Link-Belt Trukveyor cuts handling costs and time in warehouses and freight terminals. Circle No. 17.

Mobile Loading Ramp

Magline Inc., is the manufacturer of an all-weather mobile loading ramp. Circle No. 27.

Highway Transport Service

McLean Trucking Co. is offering information on truck load and ltl shipments. Circle No. 33.

Special Rail Cars

North American Car Corp. offers shippers special piggy-back cars, jumbo tank cars, and covered hoppers. Circle No. 9.

Railroad Picture

Full color picture of Northern Pacific freight train crossing new bridge in Montana. Circle No. 34.

Floor Truck Series

A wide choice of floor trucks are shown in Nutting Truck & Caster Company's Junior Catalog. Circle No. 23.

Railroad Compartmentizer

Information on the use of Compartmentizer-equipped refrigerated rail cars is available from Pullman-Standard Car Co. Circle No. 10.

Port Shipping News

Copies of "Harbor Highlights," a free news magazine from the Port of Long Beach, Calif., are available. Circle No. 11.

Cargo Retaining Strips

Signode Steel Strapping Co. is offering information on improved retaining strips for cargo tiedown. Circle No. 28.

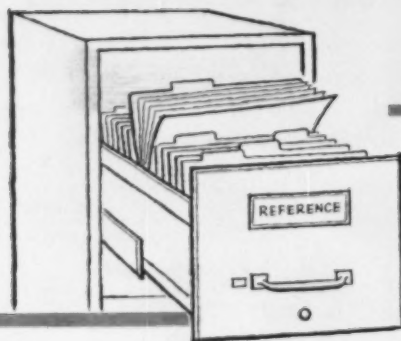
Fork-Truck Booklet

Towmotor Corp., manufacturer of fork-lift trucks, is offering job studies on its equipment. Circle No. 1.

Industrial Truck Lines

Four new lines of industrial trucks to cut handling costs have been introduced by the Yale Materials Handling Division. Circle No. 3.

DISTRIBUTION AIDS



- Catalogs
- Specifications
- Directories
- Case Studies
- Reports

Refrigerated Warehouse

A new case history bulletin that describes and illustrates how 30,000 lb of goods are loaded or unloaded in just 15-20 minutes at a refrigerated warehouse is available from Lewis-Shepard Products, Inc. The four-page, two-color presentation has six photographs and shows all equipment necessary for an effective refrigerated warehouse operation.

Circle 73 on Card, Facing Page 55

Air-Conditioner Directory

A new directory of certified unitary air-conditioners has been published by the Air-Conditioning and Refrigeration Institute. It lists 1234 current models of 36 of the 42 companies now participating in the ARINWAHACA Unitary Air-Conditioner Certification Program.

Circle 74 on Card, Facing Page 55

Industrial Technology

Titled "The Story of Technology," the 36-page, pictures-and-text booklet describes the large corporation as a principal element in technology. This booklet from E. I. du Pont de Nemours and Co. points out that many technical problems still are unsolved, but that industrial organizations can make a unique contribution in the future.

Circle 75 on Card, Facing Page 55

Cotton-Handling Truck

Details of the Hyster Co.'s lift truck designed for handling cotton and textile industry products may be found in a brochure from the company. The truck has a 3000-lb capacity. It has a no-clog cooling system. A belly pan prevents lint pickup.

Circle 76 on Card, Facing Page 55



Industrial Signs

An information sheet from M and C Products Co. concerns the use of die-cut Vinyl letters and numbers for long use. The items are made with a removable backing on pressure sensitive tape. The sign elements are available in eight colors.

Circle 77 on Card, Facing Page 55

Sewn-Bottom Carton

A four-page folder on Gaylord Container Corp.'s sewn-bottom, one-piece, asphalt carton is now ready for release. The folder offers details on packaging as well as a new set-up machine.

Circle 78 on Card, Facing Page 55

Multiple Addressing

Sten-C-Lab, Inc., offers a colorful folder on its marking applicators. The system uses a squeeze-feed applicator that provides controlled flow of ink for imprinting.

Circle 79 on Card, Facing Page 55

Corrosion-Resistant Brick

"The narrower the joints between the bricks in your floor, the better and more durable your floor will be." This and other money-saving ideas are included in a Master Builders Co. publication, "The Embeco Method for Setting Floor Brick." The four-page bulletin features the preparation of corrosion-resistant and wear-resistant joints to reduce floor maintenance.

Circle 80 on Card, Facing Page 55

Punched-Card Stencil

The Elliott Addressing Machine Co., has a punched-card stencil system with greater flexibility by offering single-stroke, selective printing of names, addresses, and other data directly onto mailer strips, cards, envelopes, etc. The automatic-feed addressing machine is described in a manual from Elliott.

Circle 81 on Card, Facing Page 55

High-Lifting Stackers

Specifications and full descriptions make up a new brochure from Clark Equipment Co. Characteristics and advantages of four high-lift, battery-powered hand trucks are contained in the color brochure. Capacities described are of 1500, 2000, 2500, and 3000-lb. Charts indicate lifting heights and lift speeds of all models. Photographs illustrate several features.

Circle 82 on Card, Facing Page 55

Industrial Textiles

Paulsen-Webber Cordage Corp. has just published a brochure which illustrates the varied applications found for industrial textiles in several industries. All products shown in the brochure were especially designed and fabricated to meet the needs of specific clients in the motor trucking and materials handling industries.

Circle 83 on Card, Facing Page 55

Vertical Conveying

Lamson Corp. announces the release of a new 4-page bulletin describing the Combing vertical conveyor. The conveyor is a compact method of tying horizontal floor conveyors in a multi-floor building into an integrated system.

Circle 84 on Card, Facing Page 55

Bench Scales

Deteco Scales, Inc., announces a new literature piece illustrating its complete line of heavy-duty bench scales. Descriptions of variations in large and small bench scales are included.

Circle 85 on Card, Facing Page 55

Electric Hoist

Complete information on a heavy-duty electric hoist made by Chisholm-Moore is available. It also gives user net prices.

Circle 86 on Card, Facing Page 55

▼ For prompt service, use the postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material on these pages is **FREE** unless otherwise noted.

Rolling Steel Doors

What is involved in specifying and installing industrial rolling steel doors? Can rolling steel doors be a factor in making production operations safer, more flexible? These and other questions are answered in a new publication released recently by the Rolling Steel Door Div., R. C. Mahon Co. The 16-page compilation includes requirements for installation and specifications.

Circle 89 on Card, Facing Page 55

Site Location News

Labor conditions, transportation, and technical resources are among the dozen items discussed in a folder offered by Lowell Industrial Development Co. It will be of interest to businesses considering the establishment of branch plants or production operations at Lowell, Mass.

Circle 90 on Card, Facing Page 55

Papers Diversified Uses

Paper that withstands fire, serves as an aquarium for darting tropical fish, and that has been partner to history is pictorially dramatized in a new book-type offering by The Mead Corp. Practical ideas for revolutionary uses of paper and paper products and their production are explained.

Circle 91 on Card, Facing Page 55

Powered Walkies

Moto-Truc Co. has prepared a four-page folder. It describes the use and application of small electric-powered walkie trucks. Seven basic walkie types are shown along with information on how to pick the best truck for a given job. Selection recommendations based on cost, weight, maneuverability, operator position, power requirements, travel speeds, and maintenance are provided. Included also is information on special attachments.

Circle 92 on Card, Facing Page 55

Air Hoist Lift

Bulletin 861 from Detroit Hoist and Machine Co. covers the firm's type PL air hoists of welded steel construction and push-button control.

Circle 93 on Card, Facing Page 55

BOOKS

Railroad Transport Policy

Public policy toward the railroad industry is outmoded and should be revised so that railroads may compete more vigorously with other agencies and carriers according to their cost and service advantages. This is the major conclusion of *Railroad Transportation and Public Policy*, a new book by James C. Nelson, professor, Washington State University. The study examines reasons for the deteriorating economic position of the railroads since World War II. It points to the need for constructive action by government and railroad management. Nelson points out that both have been slow to recognize that the monopolistic situation which prevailed in transport when many current policies were formulated has given way to one of active competition.

This volume may be obtained from The Brookings Institution, 722 Jackson Place, N.W., Washington, D. C. Price: \$7.50.

Contract Motor Carriers

The 1959 edition of *Contract Motor Carriers in Interstate Commerce* is being made available by the Contract Carrier Conference of the American Trucking Assns., Inc. It is in alphabetical order by state and city.

Contact the Contract Carrier Conference of the ATA, Inc., 1424 16th St, N.W., Washington 6, D. C. Price: \$5.00.

Tolls Compiled

A new compilation of truck tolls on all major bridges, ferries, tunnels and turnpikes in the U. S. has been prepared by the American Trucking Assns., Inc., research department. *Truck Tolls* was compiled in response to requests from truck operators for more information than that supplied in a booklet issued last year. This book consists of 50 pages and lists fare schedules for all trucks and buses on all toll facilities for which the charge for any class of truck is 50 cents or more.

The book may be obtained by writing to Research Dept., American Trucking Assns. Inc. 1424 Sixteenth St., Washington 6, D. C. Price \$1.00.

Dock Loading Ramp

American Dockbridge, Inc., offers a brochure with on-the-job photographs of its automatic dock bridge models. The bridge is completely truck activated, with built-in safety features.

Circle 94 on Card, Facing Page 55

Fork Truck Series

Operating in the 12,000 to 20,000-lb capacity field are the fork-lift trucks discussed in an offering from The Elwell-Parker Electric Co. Engineering information, specifications make up the brochure.

Circle 95 on Card, Facing Page 55

Package, Unitize, Ship

New pocket catalog from Signode Steel Strapping Co. is full of ideas for improving packaging and shipping methods in industry. The easy-to-read 48-page booklet also contains the company's complete line of strapping, tools, and equipment. A helpful reference for everyone who ships.

Circle 96 on Card, Facing Page 55

Fire Extinguisher Guide

A six-page booklet has been issued by Ansul Chemical Co. The booklet has a table which compares characteristics of the various types of fire extinguishers. A bar graph at the back of the offering shows the comparative effectiveness of extinguishing agents according to Underwriters' Laboratory ratings. Ansul has included a cut-away drawing of its dry chemical extinguisher.

Circle 97 on Card, Facing Page 55

How to Pack It

Helpful information on the selection of the proper corrugated packaging for a new or existing product is detailed in a new edition of "How to Pack It"



by Hinde and Dauch. The 32-page, fully-illustrated book is in two sections. One is devoted to basic corrugated box designs, the other to special corrugated box designs. Study of the various box styles and designs can help you select an efficient corrugated box for your product.

Circle 98 on Card, Facing Page 55

Walkie vs. Rider-Type

All materials handling people will want to include the new technical brochure published by Automatic Transportation Co. It gives the pros and cons for both the walkie and rider-type industrial trucks and how the trucks are used by industry. Advantages and applications are outlined. A check list is included.

Circle 99 on Card, Facing Page 55

Part III—Principles Applied

A New Look at Lading

Products which account for heavy claims serve as examples

A FEW commodities regularly account for heavy claim payments. Others are extremely hazardous to transport. These will demonstrate the practical value of correct loading procedures.

In newsprint shipments, most compressive damage occurs at the extremities of the load. In addition, flat cores and other rolls which are out-of-round also are to be found in the doorway area.

If one irregular loading arrangement is used, a smooth floor may intensify longitudinal pressure which may be concentrated on rolls in the center of the car.

Only 36-in. rolls load straight across the car without staggering. Rolls in this size are ordinarily banded into two sections separated by an 18-in. longitudinal gap near the center of the car.

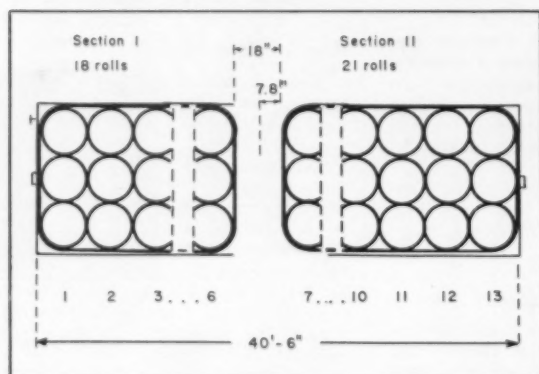


Fig. 18—Semi-floating load of news print before impact

The load represented in Fig. 18 is described as follows:

Roll diameter	36	in.
Roll width	60	in.
Weight of each roll	1,399.7	lb
Section I—18 rolls, banded	25,194	lb
Section II—21 rolls, banded	29,394	lb
Total shipping weight	54,588	lb
Stacks	13	
Rows	3	
Coefficient of sliding friction	0.26	



Bracing should be strong enough and fastened to the car tightly enough to withstand the impact of coupling

The car is subjected to two impacts at the B-end, the first at 4.8 mph, the second at 8.2 mph with the following results:

The first of the two impacts compresses five stacks in Section I against the stack at the B-end of the car. The pressure produced against each of the three rolls at the end is 521 lb and it acts during a period of 0.65 seconds. Section II slides 7.8 in. from the "A" end wall reducing the center gap from 18 in. to 10.2 in. during an interval of 0.78 seconds.

The 8.2-mile impact first produces a force of 4701 lb which acts against each of the three rolls at the B-end during a period of 0.28 seconds. At the same time Section II is sliding up to Section I after which the pressure against each roll in the end stack builds up from 4701 lb to 11,282 lb during 0.001 seconds and

By Boris P. Rosanoff

Damage

of good loading practice



Longitudinal compression produced by coupling impacts may be more damaging to solid load than to loose pieces

continues to act for 0.12 seconds. The corresponding compression against each roll in the second stack is 10,341 lb and 9401 lb in the third.

It may be assumed that damage is confined to the first three stacks at the B-end, that the three rolls against the end of the car have flat cores as a result of the compression produced by the 8-mile impact, and that all rolls in the next two stacks are out-of-round. The six rolls out-of-round will spring back and operate satisfactorily in the presses. But the three flat packs represent a total loss of 15 miles of paper which at \$135 a ton is worth \$284 FOB.

A second 40-ft load of newsprint has characteristics identical to those above except that the rolls rest on mats which raise the friction coefficient from 0.26 to 0.52. The 25-in. square mats which are about

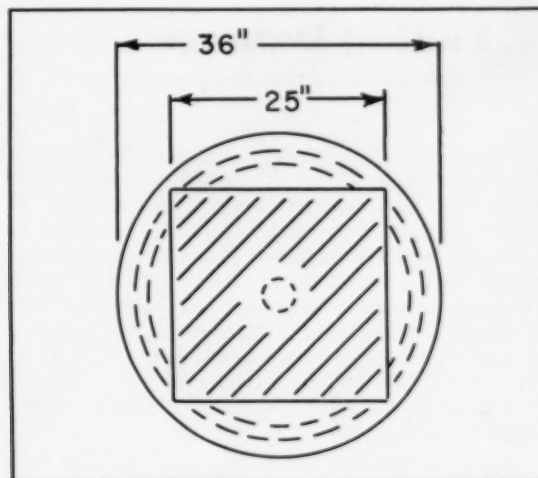


Fig. 19—Pad secured to base of roll reduces slippage 1 in. thick are held in place by stems which are inserted into the cores. They are made of material which inhibits slippage on wood or steel flooring.

The load is initially subjected to a 4.8-mile coupling collision as was the first car. Because of the higher friction coefficient, Section II remains in place. No compression is produced in the load because the static friction is not broken by the impact.

Another B-end impact at 8.2 mph closes the gap between the two sections, i.e., Section II slides 18 in. in 0.63 seconds and collides with Section I at 3.67 ft/sec producing no damage. There is no compression at the B-end after the second impact. The draft gear has compressed fully before the 18-in. gap in the center of the load closed up.

Most publishers object to the 36-in. diameter because of waste.

Forty-inch rolls are preferred when the reel stands will accept that size even though they will not load straight across in three's. One of the more successful methods of loading larger rolls is represented in Fig. 20.

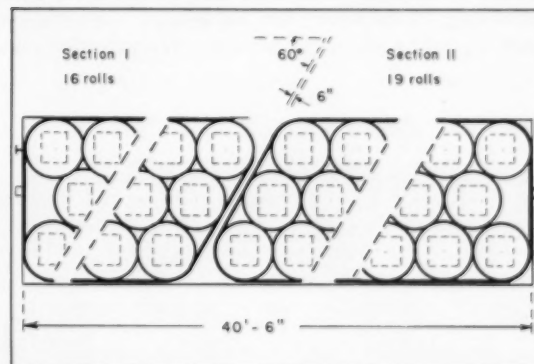


Fig. 20—Newsprint in 40-in. rolls on frictional pads

Roll width	60	in.
Weight of each roll	1,728	lb
Section I—16 rolls, banded	27,648	lb
Section II—19 rolls, banded	32,832	lb
Total shipping weight	60,480	lb
Coefficient of sliding friction	0.52	

(Please Turn Page)

...Lading Damage

(Continued from Preceding Page)

A B-end impact of 8.2 mph will produce some damage at the extremity of this 60,000-lb load. However, the frictional pads will restrict the amount. To prevent compressive damage entirely, it would be necessary to introduce floor blocking between the two sections of the load. In addition a diagonal crossmember should be placed just below the load level, secured to the right side of the car and to a piece across the opposite doorway.

The heavy outside mill wrap could be dispensed with because the body wrap will protect against ordinary handling.

The 25-in. square frictional pads would be suitable for use on newsprint rolls of any diameter. They could probably be re-used indefinitely depending on their value and their composition. The top headers seem to answer no useful purpose. With pads to protect against undulations, the headers at the bottom also could be dispensed with for economy.

These changes in load protection could substantially reduce the cost of shipping newsprint by rail.

Watermelons

Transit damage to watermelons costs the railroads about \$1,000,000 annually, partly because many bulk shipments are bedded with straw. The natural wax coating which protects straw against moisture acts as a lubricant under the load. When a lengthwise loading pattern is used, there may also be slippage of the upper layers. A crosswise load on the other hand, can slide only at the floor level. But up to 55 per cent of the melons in a 36-ft load can be damaged by an 8-mile impact if it is bedded with straw. Elimination of the straw bedding would reduce the damage from an identical impact to about 40 per cent.

In a 32-ft piggy-back shipment of melons loaded crosswise, there would not be enough compression from an 8-mile impact to damage any—provided that

springs of the proper specifications were included in the tie-down equipment.

Under present practice more melon damage can be expected in the 36-ft ventilated boxcars used for this traffic than in standard refrigerators which measure only 33 ft between the bunkers. The amount of damage is directly proportional to the length of the load.

Actually, compartment gates could be improvised to divide such loads into three or four lengths as a means of eliminating most transit damage to watermelons, and with suitable dividers the bedding would cease to be a consideration.

Explosives

This classification includes such commodities as:

- Live ammunition,
- Primers and initiating explosives,
- The black propellant powders,
- Dynamites,
- Radioactive materials,
- Acids and other corrosive liquids,
- Compressed gases.

The regulations which govern the handling of these and other dangerous shipments make no provision for frictional devices which would offer added protection against longitudinal impact.

Unitized loads of projectiles, rockets, fragmentation bombs, and high explosives in re-usable metal containers are a menace when strapped on wire pallets and stowed on steel or aluminum flooring. The standard double-layer load of powder kegs, loaded lengthwise on sides, is an even better example of an avoidable hazard.

Detonating devices and dynamites are sensitive to shock which could be minimized by the slack action afforded by piggy-back and Flexi Van service.

Steel Pipe

Steel pipe is either banded with metal strapping or loaded loose in gondolas. The coefficient of kinetic friction of steel on steel is somewhere between 0.1 and 0.2. It is much below 0.1 after a load of pipe has been exposed to rain or snow. It is under the latter conditions that a load is most apt to slide through the end of an open top car.

An abrasive coating would be a partial answer to this problem. But the pipe could also be bundled with rubber banding or with some other material which would resist slippage. An effective method of tying down a banded load would further prevent displacement. The conventional loose loading of steel pipe violates the basic principles of sound loading practice.

Molybdenum

Molybdenum is shipped in wooden barrels. These are stowed lengthwise on their sides in two layers. Shifting of the layers during yard operations displaces the hoops. The barrels collapse.

Once the molybdenum is exposed to atmospheric attack, it soon becomes useless if stored. In other situations, the cost of restoring the barrels is a considerable item of expense.





Pictures Courtesy of the Atomic Energy Commission

Two or three car-width crossmembers dividing only the upper layer would reduce longitudinal force to non-damaging intensity.

Displacement of the bottom layer and likewise any compressive force against bottom layer barrels would be automatically inhibited by the 700-lb barrels above regardless of the relationship of the two friction coefficients which would then become a factor.

The Heterogeneous Load

A few general rules are readily applicable to freight forwarder traffic, lcl freight, and Railway Express. All freight least subject to compression damage should be stowed at the extremities of the car. The most fragile pieces should be in the middle half. Freight with the greater weight densities should be kept in the lower layers.

Frictional devices can contribute more to the elimination of damage than bracing and blocking. If, in addition, a carload of mixed freight is divided into

four sections by means of compartment gates evenly spaced and securely anchored to the floor and sides of the car, damage from switching impacts should be negligible.

A piggy-back or Flexi Van load of mixed freight with properly controlled slack action would ordinarily sustain little damage from switching impacts. Bulkheads or frictional devices would not be needed.

The Economics of Damage

Transit damage and the probability of the occurrence is an important rate making factor. Damage has an even more direct effect on marketing costs when the protective packaging requirements of the Uniform Freight Classification are considered. Many provisions of this tariff could be relaxed if the correct loading concepts were applied. Packaging economies would immediately be reflected in lower costs of distribution.

The benefits of effective claim prevention programs
(Please Turn to Page 92)

This destination view of a shipment of peaches shows what may happen when all are loaded "right side up"



Inverting alternate baskets of peaches reduces damage. Shown above is a car as it arrived at its destination



MH Progress Stressed At 1959 Exposition

Further examples of equipment which
will be on display June 9-12 at the
1959 edition of Handling Exposition

AT THIS moment, approximately 230 manufacturers of materials handling equipment are making a last minute check of the equipment they will feature at their respective booths during this year's Material Handling Institute's Exposition.

Opening in Cleveland at the Public Auditorium June 9, the Exposition will offer interested persons a look at the vast materials handling equipment panorama. It will close June 12.

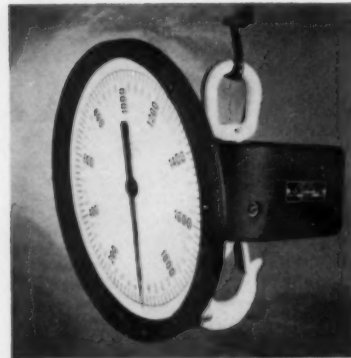
Conferences

More than a display case, the Exposition's exhibiting manufac-

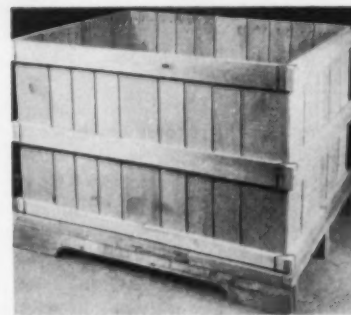
turers and associations will offer different solutions to problems cramping the smooth flow of materials. Several conferences plan to cover industry techniques.

Tuesday will bring a program under the sponsorship of the Society for Advancement of Management. The speaker will be Fred E. Harrell. He is with Curtiss Wright Corp. Warren King of McGraw-Hill is program chairman.

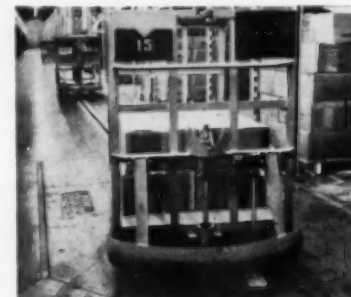
On Wednesday, a program will be directed by the Materials Handling Division of the American Society of Mechanical Engineers. Two sessions will run concurrently. (Please Turn to Page 66)



Low headroom loss claimed for this crane series by Martin Decker Corp. Circle No. 101 on Card, Facing Page 55

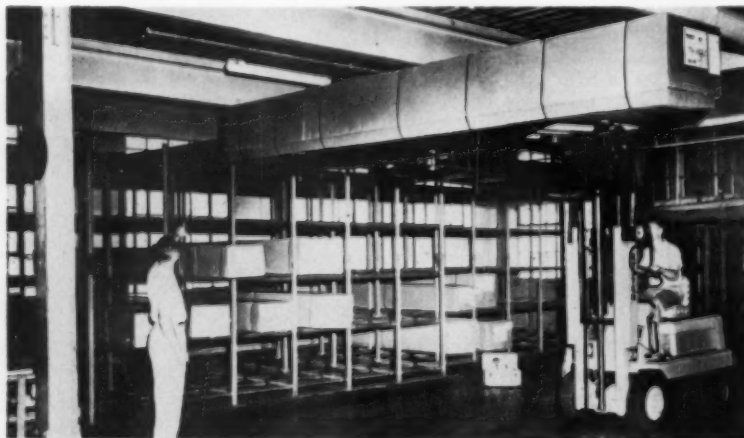


Pictured above is a new tie corner pallet box built by General Box Co. Circle No. 102 on Card, Facing Page 55



Bumpers for automatic switching are made by SI Handling Systems, Inc. Circle No. 103 on Card, Facing Page 55

Wayne Mfg. Co. model sweeps 60,000 sq ft per hour in congested areas Circle No. 104 on Card, Facing Page 55



This conveyor attachment will be introduced at the Material Handling Exposition in Cleveland, June 9-12, by Little Giant Products, Inc. Has four-way control Circle No. 100 on Card, Facing Page 55, for more information



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no delays by week-ends and holidays! Packages get the same care and consideration as Greyhound passengers...riding on dependable Greyhound buses on their regular runs. And you can send C.O.D., Collect, Prepaid—or open a Charge Account.

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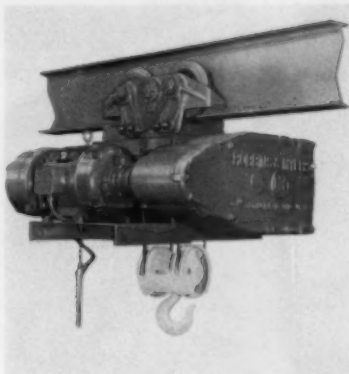
... 1959 Exposition

(Continued from Page 64)

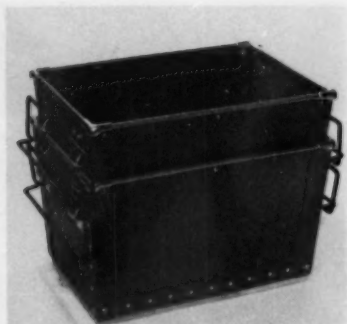
rently. Professor Byron Saunders of Cornell University and A. T. Gaudreau of Gaud-Reau Associates are chairmen for the sessions.

A representative of Western Electric Co., Norman Shaffer, will speak at a Thursday session. It will be sponsored by The American Material Handling Society.

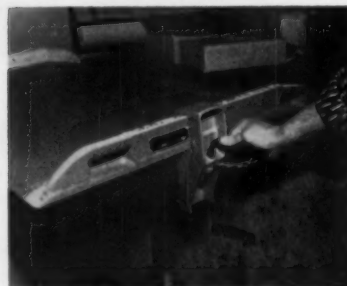
In a previous issue of DA, many photographs showed the variety of handling equipment to be included in the Exposition. ●



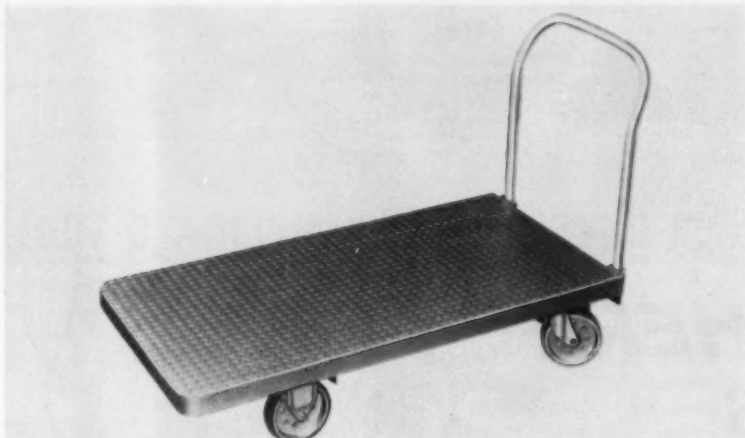
Robbins and Myers, Inc., hoist line in capacities from 1½ to 7½ tons
Circle No. 105 on Card, Facing Page 55



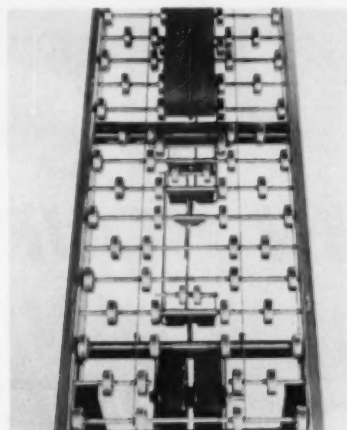
Reusable containers will be shown by National Vulcanized Fibre Co.
Circle No. 108 on Card, Facing Page 55



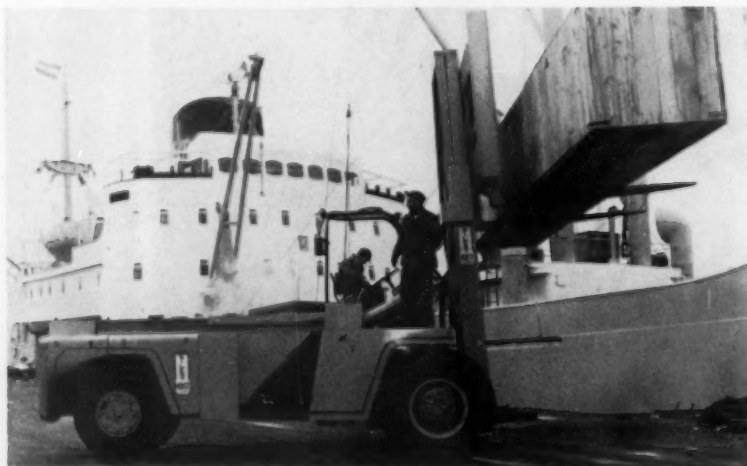
Magnesium Co. of America brings new ramps with continuous holds
Circle No. 109 on Card, Facing Page 55



Silent Hoist and Crane Co. will exhibit this large industrial fork-lift truck. It has a capacity of 60,000 lb. The truck has fluid drive, automatic steering
Circle No. 106 on Card, Facing Page 55, for more information

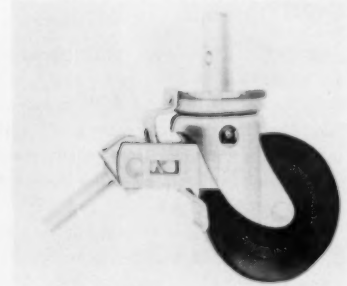


Lack of tension on Rapids-Standard Co., Inc., conveyor lengthens life
Circle No. 110 on Card, Facing Page 55

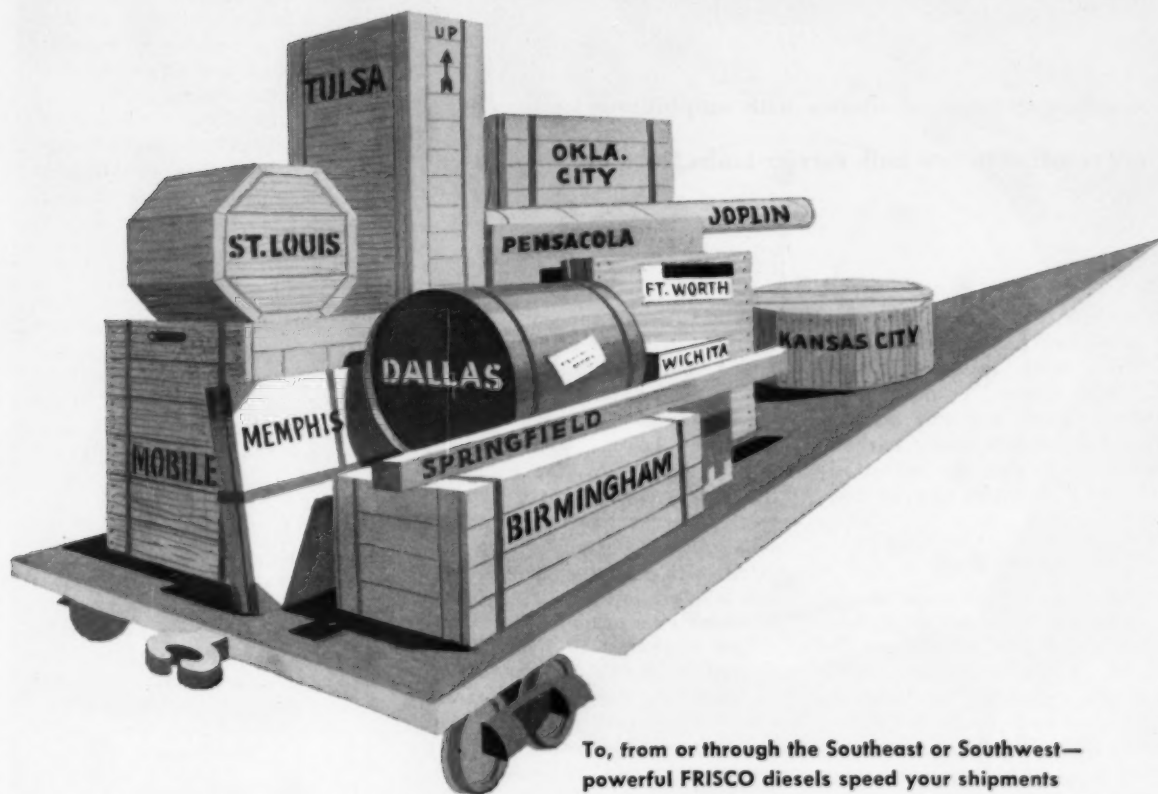


Magline, Inc., will show its new series of general purpose platform trucks made of magnesium. Platform trucks are available in load capacities to 2000 lb
Circle No. 107 on Card, Facing Page 55, for more information

Double lock casters from Faultless Caster Corp. with 500-lb capacity
Circle No. 111 on Card, Facing Page 55



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JUNE 1959

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By John Grindrod
DA European Correspondent

Floating Tank Car

German operational studies with amphibious tank carriers resulted in two bulk carrier tanks for water, land use

GERMAN studies of the possibilities for amphibian traffic have resulted in two transport tubes. Transshipment between barge and rail or road transport through costly harbour installations can be avoided. Transport facilities can be harmonized.

Group Work

That was the purpose of the working party formed as Arbeitskreis Amphibischer Verkehr. Its studies in the amphibian transport field produced two vehicles. One by Famas-Linke-Hofmann-Busch G.m.b.H. and the other by Orenstein-Koppel and Lubecker Maschinenbau A.G.

For rail transport, the Famas-Linke et. al., tube was reduced to 12 meters. The end bulkheads are developed as bearing rings with which the tube is placed on trans-

port bogies and turned by a mechanical drive for emptying.

The bulkheads are also arranged on the slant to assure load discharge in the area of the transport bogie. With a total weight of 80 tons, the transport tube has a capacity of 65 cu meters. The tube was designed as a self-bearing construction and is fitted with an intermediate bottom which allows the cargo to be unloaded by a grab.

The discharge equipment consists of an electric drive that gives an emptying speed of one semi-revolution per minute. Power transmission is effected by drive rollers arranged sidewise which link with the bearing rings of the end bulkheads.

The tube can be unloaded from either side and is held in place for rail travel by a bolt.

In its construction of an am-

phibian vehicle, Orenstein-Koppel and Lubecker Maschinenbau A.G., aimed at producing a container adapted to a majority of existing bunkers and capable of complete simultaneous discharge on both sides of the trackway. So, the transport tube was divided longitudinally into two similar containers connected by couplings to form a single tube with good floating properties.

Two-Axle Bogie

A supporting frame mounted on a two-axle bogie carries the tube on land. On arrival at the harbour, the vehicle is landed and sent by rail to the bunkers of the consignee. There the four spindles and the tube coupling are unscrewed by hand.

The tube stands ready for unloading in an arresting device. The device is unlocked by a lever. The two halves of the tube move apart. By completing an arc over the bearing surfaces installed for this unloading operation, the halves discharge simultaneously on both sides of the trackway into bunkers.

Discharge

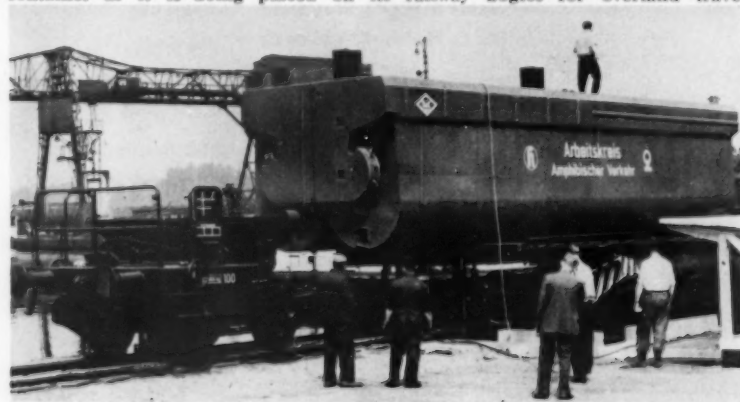
In unloading position, the sidewall serves as a chute with an inclination of 60 deg. Even difficult unloading material slides down while the tube is held into position by a Norwegian hook.

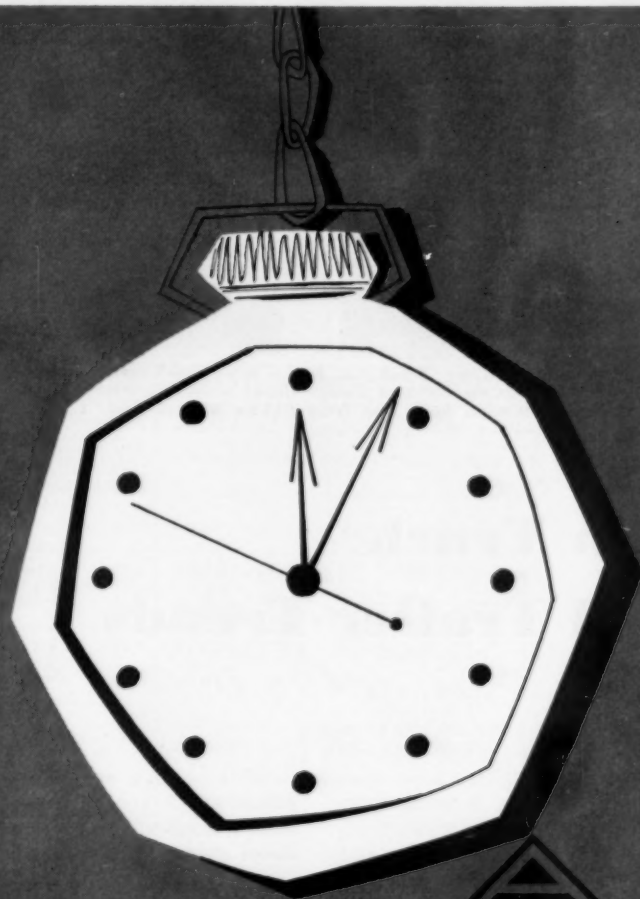
On release of the hook, each half of the tube rolls back again automatically. With the light pressure of a lever, they are again coupled and spindled up with the supporting frames.

After discharge, the vehicle can be returned by rail to the harbour either singly or in convoy. Unloading is entirely mechanical without use of special sources of energy such as electricity, compressed air or oil.

The firm of Maschinenfabrik Deutschland A.G., Dortmund, developed the landing installation. It includes a support running down from the railway line to an appropriate level in the harbour or canal on which trackway is laid. ●

The photograph below shows the Orenstein-Koppel and Lubecker double container as it is being placed on its railway bogies for overland travel





WHEN

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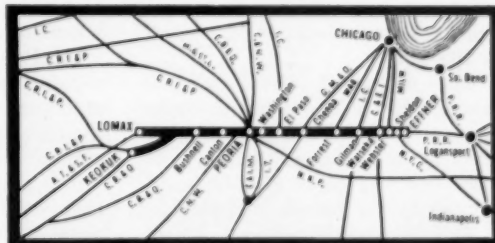
fast handling...

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Not when you specify T.P. & W.! This direct rail route across Illinois is a shippers' favorite. T.P. & W. is a wide-open gateway with no crowded rail yards . . . your shipment moves right on through . . . right on schedule. Mark your next bill of lading "VIA T.P. & W."



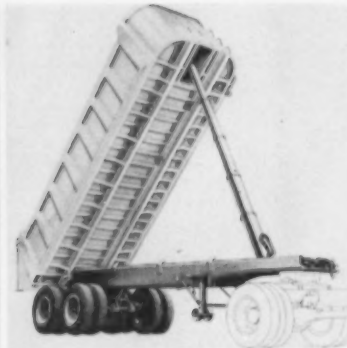
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JUNE 1959

69



Left: Diamond T Motor Truck Co. has a new diesel series centered around a 50-in. cab. Hand pump tilts the cab. Center: Here is shown the new Dodge diesel tandem tractor. It was unveiled recently at a petroleum exposition. Right: New aluminum body line from Galion Allsteel Body Co. is illustrated in this light aluminum dump trailer

New Truck And Trailer Trends

SEVERAL bulk material handling vehicles, important developments in the diesel field, plus a combination hopper and dry freight van are new arrivals on the truck and trailer scene.

Diesel Developments

Dodge, Mack Trucks, Inc., and Diamond T Motor Truck Co. have made several significant entries in the diesel market.

A new series of diesels from Diamond T Motor Truck Co. revolves around a 50-in. cab. The cab tilts manually with the use of a hand-operated hydraulic pump. It is anticipated that the tilt-cab diesel will find its greatest application as a highway tractor pulling top legal payloads. Maximum gross combination weight rating is 76,800 lb.

The realm of diesel tandem tractors has a new addition from Dodge. It is a 5-ton tractor powered by a Cummins NH-220 engine and was especially designed for use by the petroleum industry.

And a weight-reduced diesel truck and tractor line has been developed by Mack Trucks, Inc. The vehicles are expected to be especially useful in Western states. In such states gross

weights as high as 76,800 lb are permitted. A special power plant compartment enables a variety of diesel engines to be fitted into the vehicles. The engines pull medium as well as heavy loads at highway traffic speeds.

Tank Truck, Brake

Safety and maneuverability are the results of efforts of two manufacturers. Farrell Mfg. Co. has produced a fuel delivery truck which is capable of carrying 1500 gal of fuel. The truck is only inches longer than a medium priced automobile and has a turning radius of 20.4 ft versus the normal 30-ft radius.

Air suspension of two new GMC highway tractors has made a new truck brake safety device possible. It is a modulated brake. Its regulating valve limits the maximum amount of air pressure to the drive axle in proportion to the amount of weight carried on it.

The proper amount of brake air pressure is proportionate to pressure inside the air suspension system bellows which increases as the load increases.

Bulk Transport

Three bulk transports have re-

A new discharge system, a two-way haul trailer, and several vans are some of the truck and trailer industry developments that can increase your profits

cently been placed on the market. One is from Gramm Trailer, another from Baughman Mfg. Co., and the third from Dorsey Trailers.

For hauling fertilizer, lime, salt, feed, seed, coke, and sulphur, Dorsey Trailers suggests the use of its self-unloading bulk transport. The unit's hydraulic system discharges in excess of one ton per
(Please Turn to Page 90)

Farrell Mfg. Co.'s new fuel truck can hold and carry 1500 gal of fuel





INDUSTRIAL TRUCK SPECIFICATIONS — 1959-60

Specifications of some 1000 different models and types of industrial trucks are included in this 18-page section. Due to space limitations, basic models only are listed for each of the firms represented. A multitude of variations, to fit the needs of the individual user, are available.

The entire section, from Pages 71 to 88, has been reprinted in booklet form. Copies can be obtained

at 75¢ each by writing The Editor of DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa. Quantity lot prices will be quoted on request. Where tire and wheel dimensions are listed, the following guide should be followed:

Solid Molded On:

Tire Outside Diameter x Rim Width

Solid Pressed On:

Tire Outside Diameter x Base Width x Wheel O.D.

Pneumatic Wide Base:

Tire Outside Diameter x Cross Section Width x Rim O.D.

Pneumatic Narrow Base:

Cross Section Width x Rim Outside Diameter

Pneumatic Single Tube:

Tire Outside Diameter x Cross Section Width

Pneumatic Single Tube (Wheel):

Tire Outside Diameter x Cross Section Width

POWERED END-LOADING (STRADDLE) CARRIERS

MAKE MODEL	Maximum Load Cap. (Lb.)	Load Space (In.)		Package Size (In.)	Service Weight (Lb.)	Power Type	Hoist Mechanism	Overall Dimensions (In.)			Wheels			Turning Radius (In.)				Load Shoes				Engine		Transmission	Running Speeds (mph)										
		Inside Height	Inside Width					Height to Top of Steering Wheel	Length	Width	Frame Length (In.)	Wheel Base (In.)	Number Steering	Number Driving	Tire Sizes		Without Load		With Frame- Length Load		Length (In.)	Width of Face (In.)	Maximum Lift (from Ground)			Shoes Swing	Boiler Width (Boiler Truck)	Make and Model	Horsepower						
															Front	Rear	Inside	Outside	Inside	Outside															
Clark-Ross	71-6637	12000	66	57	52	8200	G	Hyd	147	104	98	132	90	2	2	9.00/20	7.50/15	42	156	76	190	117	6	12	N	Y	54	Her	OXLD	91	3	3	32	28	
	71-7256	20000	72	58	52	10300	G	Hyd	180	114	130	150	138	4	4	10.00/20	10.00/20	127	227	127	227	184	6	21	N	Y	54	Her	OXLD	91	4	4	50	45	
	93-7868	30000	78	64	66	16650	GD	Hyd	200	124	105	174	156	4	4	11.00/20	11.00/20	136	255	136	255	108	6	21	N	Y	54	Her	JALC	131	5	5	40	35	
	95-14488	30000	144	98	84	23700	GD	C	Hyd	200	117	149	170	156	4	4	11.00/20	11.00/20	143	242	143	242	108	6	21	N	Y	54	Her	WXLG	142	5	5	25	25
	81-7256	20000	72	58	52	12800	GD	Hyd	210	117	107	174	162	4	4	14.00/24	14.00/24	140	285	140	285	204	6	40	N	Y	60	Her	WXLG	142	5	5	30	20	
	81-7256	20000	72	58	52	12800	GD	Hyd	210	117	107	174	162	4	4	14.00/24	14.00/24	140	285	140	285	204	6	40	N	Y	60	Her	WXLG	142	5	5	30	20	
	81-7256	20000	72	58	52	12800	GD	Hyd	210	117	107	174	162	4	4	14.00/24	14.00/24	140	285	140	285	204	6	40	N	Y	60	Her	WXLG	142	5	5	30	20	
	81-7856	20000	78	56	52	60	16500	G	Hyd	180	120	96	150	138	4	4	10.00/20	10.00/20	127	228	127	228	114	6	18	N	Y	54	Her	OXLD	91	4	4	50	45
	1621-5756	20000	55	56	52	15500	G-E	Hyd	164	104	98	148	99	2	2	36x12x30	28x7/22	46	178	46	178	86	6	66	Y	Y	54	Her	L-2	10	4-8	4-8	4-8		
Gerlinger	12-RH	12000	60	45	40	9000	G	Hyd	146	97	75 1/4	141	88	2	2	9.00/20	7.50/15	70	175	70	175	117	6	16	N	N	42	Ford	F	A	20-25	20-25			
	4-MH	14000	66	57	52	10600	G	RP	150	116	92 1/2	142	110	2	2	9.00/20	9.00/20	97	180	97	180	124	6	30	N	N	42	Ford	J	A	25-30	25-30			
	SMH	14000	66	57	52	11100	G	RP	150	116	92 1/2	142	110	2	2	9.00/20	9.00/20	97	180	97	180	124	6	30	N	N	42	Ford	J	A	25-30	25-30			
	PC	14000	90	52	48	72	14000	G	RP	342	138	96	242	150	4	4	14.00/20	14.00/20	204	211	204	211	86	8	30	N	N	42	Ford	J	A	45	45		
	RM-20	20000	70	57	52	11750	G	RP	150	120	95 1/2	142	110	4	4	9.00/20	9.00/20	145	247	145	247	124	6	28	N	N	42	Ford	J	A	25-30	25-30			
	30-RH	20000	70	57	52	12000	G	RP	176	120	99	162	136	4	4	9.00/20	9.00/20	167	263	167	263	140	6	18	N	N	42	Ford	J	A	25-30	25-30			
	30-RH	30000	78	59	64	15200	G	Hyd	130	111	182	130	4	4	11.00/20	11.00/20	122	242	122	242	140	6	28	N	N	42	Ford	J	A	25-30	25-30				
	30-SH	30000	78	59	64	15700	G	Hyd	198	130	108	188	156	4	4	11.00/20	11.00/20	152	267	152	267	107	6	32	N	N	42	Ford	L	A	30-35	30-35			
	PF-30	30000	78	59	64	18100	G	Hyd	175	130	108	188	156	4	4	11.00/20	11.00/20	156	272	156	272	141	6	32	N	N	42	Ford	L	A	30-35	30-35			
(Pivot Fork)	40-RH	40000	78	59	64	16100	G	Hyd	201	130	111	188	156	4	4	12.00/20	12.00/20	156	278	156	278	107	6	28	N	N	42	Ford	L	A	30-35	30-35			
	40-SH	40000	78	59	64	16700	G	Hyd	201	130	111	188	156	4	4	12.00/20	12.00/20	156	278	156	278	107	6	28	N	N	42	Ford	L	A	30-35	30-35			
	RC-60	60000	72	66	58	60	37850	GD	Hyd	222	123	130 1/2	212	162	4	4	14.00/24	14.00/24	114	261	114	261	200	6	28	N	N	42	Con	T6427	170	4	2	20-30	20-30
	SC-60	60000	72	62	58	40	32200	GD	Hyd	236	123	110 1/2	240	160	4	4	14.00/24	14.00/24	118	270	118	270	118	6	28	N	N	42	Con	T6427	170	4	2	20-30	20-30
Hyster	5M-200-E	20000	63	45	40 1/2	10400	GD	CW	176	110 1/2	79 1/2	136	136	4	2	9.00/20	9.00/20	145	231	145	231	95	5 1/2	24	Y	Y	42	Chr.	Ind. 53	4	4	52	52		
	5M-300-E	30000	67 1/2	45	40 1/2	12400	GD	CW	191	115 1/2	79	173 1/2	136	4	2	11.00/20	11.00/20	161	250	161	250	182	5 1/2	24	Y	Y	42	Chr.	Ind. 53	4	4	40	40		

1—These units also available in 30,000 lb. capacity.

2—Three shovels 32" each.

3—Hercules WXL/3 at 142 hp. also available.

4—2½ x 6 x 38.

5—Minimum package only; 90" height and 76" width with maximum package; also special sizes available.

ABBREVIATIONS

6—Available with pivot fork; 57" load space.

A—Automatic.

C—Chain.

Chr—Chrysler Corp.

Con—Continental Motors Corp.

CW—Chain and worn.

E—Electric.

G—Gasoline engine.

GD—Gasoline or Diesel engine.

G-E—Gas-Electric.

Her—Hercules.

Hyd—Hydraulic.

N—No or none.

RP—Rack and pinion.

Y—Yes.

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	Service Weight (Lb.)	Excluding Battery	Operator—Stls, Stands, Walks	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet			BATTERY		SPEEDS With Capacity Load		TIRE SIZES																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
						Lift	Telescopic	Forward (Deg.)	Tilt	Wheelbase (In.)	Face of Forks to Center-Line of Front Axle (In.)	Load Center (In.)	Less Forks (In.)	Standard Fork (In.)	Under-clearance (In.)	Height (In.)				Outside (Tailswing) (In.)	Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Steering (In.)	Normal Voltage	Amperes Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
																Free Lift (In.)	Minimum	Maximum	Maximum Over-All (Including Carriage or Backguard)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
Baker—Cont.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																					</

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1	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	POWER TYPE		MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet			BATTERY	SPEEDS With Capacity Load		TIRE SIZES										
	Lift	Motor	Telescopic	Tilt		Wheelbase (In.)	Face of Forks to Centerline of Front Axle (In.)	Load Center (In.)	Length		Underclearance	Height (In.)				Outside (Tailswing) (In.)	Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Amperes Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels						
				Forward (Deg.)	Reverse (Deg.)				Standard Forks (In.)	At Truck Center (In.)		At Mast Center (In.)	Free Lift (In.)	Mast Collapsed	Mast Extended											Lifting	Mast Collapsed	Mast Extended	Maximum Overall—Including Carriage or Backguard		
Maximum Load Capacity (Lb.)		Service Weight (Lb.)—Excluding Battery		Operator—Sits, Stands, Walks		Lift—Fork or Platform																									
Lewis-Shepard—Cont.	2500	3210	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	3	18	56	96	76	83	144	124	172	62 1/2	52 1/4	76	108 1/4	12	32	12	15	10 1/2	8x6 1/2	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	3	18	56	96	76	83	144	124	173	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
	3000	3410	W Fk	EM	Hyd	Y	54	6 1/2	24 1/2	68 1/4	36	2	3	12 1/2	71	103	85	141	152	171	74 1/2	52 1/4	85	121 1/4	24	47 1/2	10	25	10 3/4	8x6 1/2 Tan.	
Lift Trucks	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
	2000	3300	W Fk	EM	HE	Y	39	6 1/2	24 1/2	56	24	3 1/2	4	54 1/2	72	60	84 1/2	142	120	142	62 1/2	52 1/4	58	96	12	15	15	10 1/2	10 1/2	10 1/2	8x6 1/2
Mercury	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
	2000	3800	S Fk	EM	Hyd	Y	33 1/2	13 1/2	24 1/2	59 1/4	60 1/2	4 1/2	1 1/2	68	118 1/2	100	97	174 1/2	156	176	70	7	66	66	100	10	10	10 1/2	10 1/2	10 1/2	10 1/2
Mobilift	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/2
	2000	4800	S Fk	EM	Hyd	Y	40	12 1/2	24	67 1/2	36	5	3	64	68	130	100	90	174	144	174	68 1/2	7	65 1/2	81 1/2	6	100	58	70	17 1/2	14 1/1

For Abbreviations and Symbols see Page 83

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	Service Weight (Lb.) — Excluding Battery (Lb.)	Operator—Sit, Stand, Walks	Lift—Fork or Platform	Power Type	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40° x 46° Pallet				BATTERY		SPEEDS With Capacity Load		TIRE SIZES		
						Tilt	Telescopic	Wheelbase (In.)	Face of Forks to Center-line of Front Axle (In.)	Load Center (In.)	Length		Under-clear-ance	Height (In.)				Maximum Over-all (Including Backguard or Backrack)	Outside (Following) (In.)	Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Ampere Hours	Forward (Mph)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels
											Standard Fork (In.)	At Truck (In.)		At Mast (In.)	Free Lift (In.)	Mast Collapsed	Mast Extended												Lifting
Towmotor	1350	1500	3085	15	11	60	30	5	2	25	65	88	74	83	137	122	140	58	54	89	65	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1350	2000	3405	15	11	60	30	5	2	25	65	88	74	83	137	122	140	58	54	89	65	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1350	2000	4130	15	11	60	30	5	2	25	65	88	74	83	137	122	140	58	54	89	65	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1350	2000	4130	15	11	60	30	5	2	25	65	88	74	83	137	122	140	58	54	89	65	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1420	2000	5560	12	12	71	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	50	6	105	8.0	50	16x12x12 16x12x12
	1460	2000	6210	12	12	71	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	50	6	105	8.0	50	16x12x12 16x12x12
	1460	2000	6210	12	12	71	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	50	6	105	8.0	50	16x12x12 16x12x12
	1460	2000	6210	12	12	71	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	50	6	105	8.0	50	16x12x12 16x12x12
	1460	2000	6210	12	12	71	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	50	6	105	8.0	50	16x12x12 16x12x12
	1460	2000	6210	12	12	71	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	50	6	105	8.0	50	16x12x12 16x12x12
Transit	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
Truck-Man	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
Wright-Hibbard	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8
	1500-P	5000	7225	15	24	82	36	7	2	25	65	88	74	101	161	146	164	71	91	83	119	8.0	40	6	105	8.0	40	17x41x12 13x31x8

- 1—Counter balanced.
2—Maximum.
3—Without load.
4—Counter balancing optional.
5—Non-counter-balanced.
6—400 to 600.
7—Including battery.
8—100 to 175.
9—Or 36, 46.
10—43 to 60.
11—30 to 36.
12—With 45" load.
13—450 to 600.
14—400 to 800.
15—400 to 150.
16—250 to 450.
17—51, 63 and 75.
18—Including battery and counter-weight.
19—350 to 500.
20—400 to 550.
21—450 to 600.
22—500 to 650.
23—500 to 700.
24—Sub L or 700.
25—750 to 800.
26—24 to 32.
27—32 to 36.
28—36 to 60.
29—48 to 72.
30—400 to 600.
31—500 to 650.

ABBREVIATIONS

- 32—250 to 360.
33—300 to 432.
34—350 to 504.
35—400 to 576.
36—450 to 648.
37—Combination steering and drive wheel.
38—Load wheels.
39—With 13½" battery.
40—5¼ to 10 x 4.
41—28 to 30.
42—350 to 450.
43—350 to 550.
44—350 to 650.
45—Load length plus 24"
46—For minimum standard lift.
47—12 ft. Diesel.
48—6 to 12.
49—70 and 14.
50—64 and 20.
51—64½ and 20.
52—36 and 20.
53—61½ and 20.
54—61½ and 70½.
55—62¾ to 80½.
56—36 to 45.
57—30 to 32.
58—550 to 800.
59—650 to 920.
60—300 to 432.
61—12 or 24.

- AB—Automotive regenerative brake.
Ch—Chain.
DB—Dynamic brake.
DE—Diesel engine.
EG—Electric or gas-electric.
EM—Electric motor.
ENG—Electric motor or gasoline engine.
FR—Fork or ram.
Fk—Fork or ram.
S—Site.
So—Built to specifications.
St—Stands.
Var—Various.
W—Walls.
V—Feet.

POWERED NON-LIFT PLATFORM TRUCKS

MAKE AND MODEL	Rated Capacity (Lb.)	Service Weight (Lb.)	Operator—Stts, Stands, Walks	Motive Power Type	OVERALL TRUCK DIMENSIONS (In.)			PLATFORM DIMENSIONS (In.)			Number of Steering Wheels	TIRES		TURNING RADIUS (In.)			BATTERY		SPEEDS					GRAD- ABILITY (Per Cent)										
					Width	Length	Height	Wheelbase	Width	Number of Drive Wheels		Type	Size	Type	Inside	Outside	Intersecting Aisle Width	Normal Voltage	Amperes Hours	Number of Forward	TRUCK (Mph)													
										Frame Type											Type	Size	Type		Number of Reverse	Forward	Reverse	Loaded	Reverse					
																														Drive Wheels	Steering Wheels	Unloaded	Forward	Reverse
Automatic	FP-20	2000	1935	S	EM	Str	40	109	60	60	60	2	1	14x4½	Cu	24	90	66	24	3	3	5.5	5.5	5.0	5.0									
	HN-2	4000	3720	SI	EM	Str	39	114½	65	64	38	12½	2	4	Se 10x6	Se	102	64	30	4	4	6.0	6.0	5.1	5.1									
	HN-3	6000	4700	SI	EM	Str	41	116½	65	64	41	12½	2	4	Se 10x6	Se	103	69	30	4	4	6.5	6.5	4.7	4.7									
	EN-2	4000	4000	SI	EM	Str	46	105½	55	84	46	22½	2	4	Se 22x4½	Se	100	68	30	4	4	6.0	6.0	5.1	5.1									
	EN-3	6000	4255	SI	EM	Str	45	107	55	84	45	22½	2	4	Se 20x5	Se	100	68	30	4	4	6.5	6.5	4.7	4.7									
Baker	PGF-040	4000	3100	S	GE	Str	60	160	60	100	108	60	28	2	P 6.00/9	P	190	255	133	4	1	25.0	3.8	25.0	3.8									
Elwell-Parker	FH-6	6000	2900	SI	E-G	Str	42½	124½	58	60	64	41	12½	2	4	Se 10x6	Se	105	70	45	4	4	5.5	5.5	4.0	4.0								
	VH-6	6000	2975	SI	E-G	Str	42½	146½	58	78	86	41	17½	2	4	Se 15x6	Se	123	78	45	4	4	6.0	6.0	4.5	4.5								
	IZ	6000	2475	SI	E-G	Str	40	111½	58½	60	84	40	25	2	4	Se 20x3½	Se	101	69	45	4	4	6.0	6.0	4.0	4.0								
Husler	FB-20 70	2000	1500	S	EM	Str	47	106	42	71	60	45	25	2	1	P 6.00/6	P	6	61	83	300		10.0	10.0	8.0	8.0	10							
	FB-4000	4000	1600	S	EM	Str	47	106	42	71	60	45	25	2	1	Cu 16½x5	Cu	16½x5					7.0	5.0	5.0	5.0	10							
Kalamazoo	2500	2000	1150	S	GE	Str	42	96	48	59½	54	42	18½	2	1	P 5.00/16	P	64	81	64	3	1	15.0	3.0	15.0	3.0	20							
	E-1800	2000	1800	S	EM	Str	40	107½	52	70½	63	40	8½	2	1	Se 15½x5	Se	75	86	75	3	1	8.0	8.0	6.5	6.5	17							
	KAL-45	4000	2000	S	GE	Str	58	144	52	80	96	58	27	2	2	P 6.00/12	P	122	180	120	3	1	35.0	10.0	30.0	10.0	25							
Kwik-Mix	S10	1500	880	SI	GE	Str	34	80	48½	34½	48	34	20	2	2	P 5.00/16	P	6	61	83	1	1	4.5	4.5	4.5	4.5	16							
	R18	2000	1175	S	GE	Str	45½	96	55	48	54	42	23½	2	2	P 5.50/18	P	15	89	66	1	1	12.0	12.0	12.0	12.0	25							
																										25								
Mercury	A-823	2000	1260½	SI	EM	Str	40	111½	61½	63	62	22	22	2	1	PC 4.00/12½	PC	82	75	55	(5)	3	3	8.0	8.0	6.5	6.5							
	A-1009	3000	2500½	SI	EM	Str	33	82½	46½	40½	40½	22	24	2	2	Se 16x4	Se	79	75	55	(5)	3	3	6.0	6.0	4.5	4.5							
	A-1014	4000	2700½	SI	EM	Str	46	112	56	61	89	46	27½	2	2	Se 20x4	Se	97	69	(5)	(7)	4	4	6.0	6.0	4.5	4.5							
	A-1014	6000	2900½	SI	EM	Str	46	112	56	61	89	46	27½	2	2	Se 20x5	Se	97	69	(5)	(7)	4	4	6.0	6.0	4.5	4.5							
	A-1015	4000	2600½	SI	EM	Dr	41	120½	56	71	72	41	11½	2	2	Se 10½x5	Se	108	68	(7)	(7)	4	4	6.0	6.0	4.5	4.5							
	A-1015	6000	2700½	SI	EM	Dr	41	120½	56	71	72	41	11½	2	2	Se 10½x6	Se	108	68	(5)	(5)	4	4	6.0	6.0	4.5	4.5							
Yale & Towne	FM-20	2000	1225	S	E-G	Str	40	98	62	86	4½	22	2	1	PC 18x5½	PC	83	86		4	4	9.0	9.0	8.0	8.0	7½	7½							

ABBREVIATIONS

- 2—61½ to 85.
3—Cushion, 21x5.
4—Cushion, 17x4½.
1—Without battery.

- 5—25 to 30.
6—225 to 250.
7—300 to 430.

- Cu—Cushion.
Dr—Drop.
E-G—Electric or gas-electric.

- EM—Electric motor.
GE—Gasoline engine.
P—Pneumatic.

- PC—Pneumatic or cushion.
S—Site.
So—Solid.

- St—Stands.
Str—Straight.
V—Various.

INTEGRAL FRONT-END LOADERS (SHOVEL)

MAKE AND MODEL	OVERALL DIMENSIONS					BUCKET										ENGINE		TRANSMISSION				Maximum Drawbar Pull (Lb.)						
	Type	Height—Highest Point, Bucket at Ground (In.)	WIDTH (In.)		LENGTH (In.)	Wheelbase (In.)	Track Length on Ground (In.)	Weight (Lb.)—No load, but incl. water, fuel, lubricant	Capacity—Heaped (Cu. Yd.)	Capacity—Struck (Cu. Yd.)	Width (In.)	Lifting Capacity (Lb.)	Carrying Capacity (Lb.)	Maximum Dumping Capacity (In.)	Clearance Under Hinge Pin (In.)	Angle of Dump at Maximum Height (Deg.)	Raising Time—Loaded (Sec.)	Lowering Time (Sec.)	Track—Width of Shoe (In.)	MAKE AND MODEL	Brake Horsepower		Type of Fuel	Type	No. of Forward Speeds	Max. Forward Speed (Mph.)	Max. Reverse Speed (Mph.)	Brake Type
			Outside Rear—Tires or Tracks	Outside Front—Tires or Tracks																									Bucket on Ground	Bucket at Carrying Position
Allis-Chalmers	HD-4G	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	HD344	Conv	4	1	13.6	3.9	M	19970
	HD-11G	70	78	78	181	83 1/2	20500	1 1/2	1 1/2	78	1500	1100	1100	98	120	45	6.5	4.0	13	72	HD516	Conv	4	2	13.6	3.9	M	28910
	HD-21G	70	78	78	181	116	23000	1 1/2	1 1/2	78	1500	1100	1100	98	120	45	6.5	4.0	13	72	HD516	Conv	4	2	13.6	3.9	M	28910
	HD-21G	70	78	78	181	129 1/2	26500	1 1/2	1 1/2	78	1500	1100	1100	98	120	45	6.5	4.0	13	72	HD516	Conv	4	2	13.6	3.9	M	28910
	HD-21G	70	78	78	181	129 1/2	26500	1 1/2	1 1/2	78	1500	1100	1100	98	120	45	6.5	4.0	13	72	HD516	Conv	4	2	13.6	3.9	M	28910
Case	3108	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G126	Conv	4	1	13.6	3.9	M	4186
	3108	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G126	Conv	4	1	13.6	3.9	M	4186
	3108	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G126	Conv	4	1	13.6	3.9	M	4186
	3108	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G126	Conv	4	1	13.6	3.9	M	4186
	3108	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G126	Conv	4	1	13.6	3.9	M	4186
Caterpillar	620	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G148	Conv	4	1	13.6	3.9	M	11200
	620	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G148	Conv	4	1	13.6	3.9	M	11200
	620	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G148	Conv	4	1	13.6	3.9	M	11200
	620	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G148	Conv	4	1	13.6	3.9	M	11200
	620	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	G148	Conv	4	1	13.6	3.9	M	11200
Euclid	125	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F162	Conv	4	1	13.6	3.9	M	11200
	125	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F162	Conv	4	1	13.6	3.9	M	11200
	125	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F162	Conv	4	1	13.6	3.9	M	11200
	125	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F162	Conv	4	1	13.6	3.9	M	11200
	125	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F162	Conv	4	1	13.6	3.9	M	11200
Ford	751	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F209	Conv	4	1	13.6	3.9	M	11200
	751	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F209	Conv	4	1	13.6	3.9	M	11200
	751	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F209	Conv	4	1	13.6	3.9	M	11200
	751	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F209	Conv	4	1	13.6	3.9	M	11200
	751	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	F209	Conv	4	1	13.6	3.9	M	11200
International-Detroit	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
Michigan	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	TD-424	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
Oliver	OC-46	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	OC-46	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	OC-46	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	OC-46	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	OC-46	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
Payloader	HA	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	HA	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	HA	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	HA	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6	3.9	M	25000
	HA	69	76	76	181	83 1/2	18000	1 1/2	1 1/2	76	1500	1100	1100	98	120	45	6.5	4.0	13	72	JD382	Conv	4	1	13.6			

Abbreviations		AC—Allis-Chalmers Mfg. Co.		Cant—Caterpillar		Conv—Conventional		G—Gasoline		M—Mechanical		SA—Semi-automatic																
1—Diesel engine also available.		Aut—Automatic		Cr—Crawler		D—Diesel		H—Hydraulic		MD—Multiple disc		TC—To tractor																
2—Not including exhaust pipe.		Cm—Central Motors Corp.		D—Diesel		D—Diesel		H—Hercules Motors Corp.		PA—Planetary automatic		W—Waukesha Motor Co.																
Wh	99	60	80	265	246	105	18140	86	12000	7000	188	45	7.0	4.0	Wau	195GK	106	G	PS	3	3	3	23.0	23.0	H	12000		
Wh	101	92	92	257	240	107	22550	98	15000	9000	84	148	45	7.0	4.0	Wau	135GK	132	G	PS	3	3	3	23.0	23.0	H	15000	
Wh	105	96	106	268	268	137	32000	98	25000	15000	120	166	45	10.0	5.0	Cum	JN56	175	D	PS	4	4	4	25.0	25.0	A	27000	
Wh	125	106	106	300	288	147	44000	98	30000	20000	120	168	45	7.0	7.0	Cum	NTO	262	D	PS	4	4	4	20.0	20.0	A	37500	
Tractomobile	TL-6D	Wh	64	45	115	121	48	6100	52	3000	2100	53	72	51	5.0	5.0	AC	8125	35 ^{3/4}	G	TC	2	2	2	8.0	14.0	H	35 ^{3/4}
TL-10	Wh	64	45	53	118	126	48	6500	52	3000	2100	53	72	51	5.0	5.0	AC	8125	35 ^{3/4}	G	TC	2	2	2	8.0	14.0	H	35 ^{3/4}
TL-10	Wh	74	73	163	164	72	11300	84	11300	84	97	123	42	7.0	6.0	AC	G226	63	G	TC	4	4	4	18.0	28.5	H	63	
TL-110	Wh	75	77	177	184	84	11500	1	11500	1	97	123	42	7.0	6.0	AC	G226	63	G	TC	4	4	4	20.0	25.0	H	63	
TL-110	Wh	75	81	178	185	81	12300	1	12300	1	96	121	45	7.0	6.0	AC	6DA273	77	G	TC	4	4	4	20.0	25.0	H	77	
TL-12D	Wh	75	81	178	185	81	12300	1	12300	1	96	121	45	7.0	6.0	AC	6DA273	77	G	TC	4	4	4	20.0	25.0	H	77	
TL-16D	Wh	81	84	210	209	87	15850	1	15850	1	108	138	48	8.2	6.0	AC	G0339	191	G	PA	3	3	3	21.0	21.0	H	191	
TL-16D	Wh	81	84	210	209	87	22550	1	22550	1	108	138	48	8.2	6.0	AC	G0339	191	G	PA	3	3	3	21.0	21.0	H	191	
TL-16D	Wh	81	84	210	209	87	22550	1	22550	1	108	138	48	8.2	6.0	AC	G0339	191	G	PA	3	3	3	21.0	21.0	H	191	
LHM-75	Wh	65	62	123	117	48	6500	2	6500	2	72	82	47	5.7	5.7	Chr	Ind 30	104	D	PS	3	3	3	22.6	27.4	H	104	
LHM-75	Wh	65	62	123	117	48	6500	2	6500	2	72	82	47	5.7	5.7	Chr	Ind 30	104	D	PS	3	3	3	22.6	27.4	H	104	
LHM-75	Wh	65	62	123	117	48	6500	2	6500	2	72	82	47	5.7	5.7	Chr	Ind 30	104	D	PS	3	3	3	22.6	27.4	H	104	
LHM-75	Wh	65	62	123	117	48	6500	2	6500	2	72	82	47	5.7	5.7	Chr	Ind 30	104	D	PS	3	3	3	22.6	27.4	H	104	
LHM-75	Wh	65	62	123	117	48	6500	2	6500	2	72	82	47	5.7	5.7	Chr	Ind 30	104	D	PS	3	3	3	22.6	27.4	H	104	
104i	Wh	77	88	206	204	92	92	1	78	5000	3600	97	121	40	5.5	5.5	Her	JX4D	62	G	Aut	5	5	5	23.0	27.0	MD	8400
124	Wh	77	88	210	208	92	92	1	90	8000	4000	102	122	40	6.6	5.5	Her	G0286	98	G	PA	3	3	3	21.0	21.0	H	10500
144i	Wh	77	88	210	208	92	92	1	10000	5000	101	123	40	6.5	5.5	Her	G0286	98	G	PA	3	3	3	21.0	21.0	H	10500	
154i	Wh	79	89	217	215	95	95	2	12000	6000	108	128	40	6.5	5.5	Her	G0286	98	G	PA	3	3	3	21.0	21.0	H	12500	
404	Wh	110	117	294	280	99	41500	4	90	16000	12000	126	50	8.5	7.5	GM	605AC	240	D	PA	3	3	3	20.0	20.0	A	28950	
Y18A	Cr	62	42	49	123	117	6500	.....	50	4750	2500	72	86½	45	5.7	4.7	.....	.....	G	Aut	.....	.....	.....	13.0	13.0	H	.....
ABBREVIATIONS		AC—Allis-Chalmers Mfg. Co.		Cant—Caterpillar		Conv—Conventional		G—Gasoline		M—Mechanical		SA—Semi-automatic																
1—Diesel engine also available.		Aut—Automatic		Cr—Crawler		D—Diesel		H—Hydraulic		MD—Multiple disc		TC—To tractor																
2—Not including exhaust pipe.		Cm—Central Motors Corp.		D—Diesel		D—Diesel		H—Hercules Motors Corp.		PA—Planetary automatic		W—Waukesha Motor Co.																

INDUSTRIAL TRUCKS—TOWING TRACTOR TYPE

MAKE AND MODEL	BATTERY			DIMENSIONS (in.)				TURNING RADIUS (in.)			SPEEDS						GRAD- ABILITY (Per Cent)		TYPES										
	Trailing Load - Dry Level Concrete (Tons)	Weight - Excluding Battery (Lb.)	Operator - Sits, Stands, Walks	Motive Power	Normal Voltage	Ampere Hours	Wheelbase	Length - Overall	Width - Overall	Height - To Steering Wheel	Under- clearance		Outside	Inside	Intersecting Aisle	Number of Forward	Number of Reverse	Unloaded (Mph)		Loaded (Triph)		Unloaded	At Rated Load	Coupler	Steering Wheels	Driving Wheels	Steering Wheels	Driving Wheels	Types
											At Truck Center	Lowest Point						Forward	Reverse	Forward	Reverse								
Automatic	FT	250	7853	S	EM	24	30	48 1/2	28	51 3/4	31 1/4	48	37	48	37	4	4	4	4.8	4.8	2.4	2.4	15	5	Ont	Cu	10x5	17x4 1/2	
	FTE	250	8553	IS	EM	24	29	52	49	51	31 1/4	48	37	48	37	4	4	4	4.8	4.8	2.4	2.4	15	5	Ont	Cu	10x5	17x4 1/2	
	BTW	600	3550	IS	EM	36	47	52	49	51	31 1/4	48	37	48	37	4	4	4	8.3	8.3	5.7	5.7	20	6	Opt	Cu	14x5 1/2	18x6	
	LT-2	600	3550	W	EM	12	21	37	37	43	6	107	40	47	59	4	4	4	8.3	8.3	5.7	5.7	20	6	Opt	Cu	14x5 1/2	18x6	
	WT-4B	200	1480	W	EM	12	21	37	37	43	6	89	22 1/2	40	59	4	4	4	3.2	3.2	2.0	2.0	10x5	10x5	Opt	Cu	10x5	22x6	
	WT-4B	200	1800	W	EM	12	21	37	37	43	6	89	22 1/2	40	59	4	4	4	3.2	3.2	2.0	2.0	10x5	10x5	Opt	Cu	10x5	22x6	
	GLT	1000	4700	S	GE	46	46	48	33	49	3	3	50	7	62	48	3	3	3.0	3.0	1.9	1.9	10x5	10x5	Opt	SC	10x5	22x7	
	VT4A	1500	4700	S	GE	46	46	48	33	49	3	3	50	7	62	48	3	3	3.0	3.0	1.9	1.9	10x5	10x5	Opt	SC	10x5	22x7	
	VT4BS	1500	4700	S	GE	46	46	48	33	49	3	3	50	7	62	48	3	3	3.0	3.0	1.9	1.9	10x5	10x5	Opt	SC	10x5	22x7	
	UT2	200	1436	SA	EM	12	32	48	33	33	3	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5	
Barrett-Cravens	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
	WT-4	200	1715	SA	EM	12	32	48	33	33	3	46	46	46	46	3	3	3.0	3.0	2.8	2.8	10x5	10x5	Opt	SC	10x5	10x5		
Clark	JW-1.5	1500	1600	S	EM	32	32	56	33	51	6	49	46	46	46	4	4	4	7.0	7.0	4.0	4.0	15	5	Ont	So	12x5 1/2	18x4	
	JW-2	2000	2800	S	EM	36	Var	40	68	40	61 1/2	6	70	13	30	4	4	4	7.0	7.0	4.0	4.0	15	5	Ont	So	12x5 1/2	20x4 1/2	
	MW-3	3000	3200	S	EM	36	Var	45	79	42	61 1/2	6	98	37	72	4	4	4	6.0	6.0	5.0	5.0	15	5	Ont	So	12x5 1/2	20x4 1/2	
	MW-4	4000	3400	S	EM	36	Var					6				4	4	4	6.0	6.0	5.0	5.0	15	5	Ont	So	12x5 1/2	20x4 1/2	
	FG-12	200	340	S	EM	12	24	37 1/2	19	53 1/2	3	31	27 1/2	32	32	2	2	2	3.0	3.0	1.6	1.6	20	2	Un	So	10x5	7x2 1/2	
	FG-12	200	340	S	EM	12	24	37 1/2	19	53 1/2	3	31	27 1/2	32	32	2	2	2	3.0	3.0	1.6	1.6	20	2	Un	So	10x5	7x2 1/2	
	SG-22	200	5	S	EM	24	32	46 1/2	27 1/2	53	4 1/2	24	24	46 1/2	46 1/2	4	4	4	6.2	6.2	3.2	3.2	20	2	Un	So	10x5	7x2 1/2	
	FG-24	200	5	S	EM	24	32	46 1/2	27 1/2	53	4 1/2	24	24	46 1/2	46 1/2	4	4	4	6.2	6.2	3.2	3.2	20	2	Un	So	10x5	7x2 1/2	
	FG-24	200	5	S	EM	24	32	46 1/2	27 1/2	53	4 1/2	24	24	46 1/2	46 1/2	4	4	4	6.2	6.2	3.2	3.2	20	2	Un	So	10x5	7x2 1/2	
	FG-24	200	5	S	EM	24	32	46 1/2	27 1/2	53	4 1/2	24	24	46 1/2	46 1/2	4	4	4	6.2	6.2	3.2	3.2	20	2	Un	So	10x5	7x2 1/2	
Clark	CKE-5	500	1850	SI	GE	40	34	62 1/2	29	54 1/2	8 1/4	50	8	41 1/2	1	1	1	8.5	7.2	20	20	20	3	3	Ont	Cu	13x5 1/2	18x4 1/2	
	CK-20	2000	3200	S	GE	40	40	68	39	54 1/2	8 1/4	50	8	41 1/2	1	1	1	10.0	7.2	20	20	20	3	3	Ont	Cu	14x5 1/2	21x5 1/2	
	CK-26	2600	3600	S	GE	40	40	68	39	54 1/2	8 1/4	50	8	41 1/2	1	1	1	10.0	7.2	20	20	20	3	3	Ont	Cu	14x5 1/2	21x5 1/2	
	CK-26	2600	3600	S	GE	40	40	68	39	54 1/2	8 1/4	50	8	41 1/2	1	1	1	10.0	7.2	20	20	20	3	3	Ont	Cu	14x5 1/2	21x5 1/2	
	ECT-30	3000	4000	S	GE	40	40	68	39	54 1/2	8 1/4	50	8	41 1/2	1	1	1	10.0	7.2	20	20	20	3	3	Ont	Cu	14x5 1/2	21x5 1/2	
	ECT-30	3000	4000	S	GE	40	40	68	39	54 1/2	8 1/4	50	8	41 1/2	1	1	1	10.0	7.2	20	20	20	3	3	Ont	Cu	14x5 1/2	21x5 1/2	

INDUSTRIAL TRUCKS—TOWING TRACTOR TYPE (CONTINUED)

MAKE MODEL	BATTERY		DIMENSIONS (In.)				TURNING RADIUS (In.)			SPEEDS				GRAD- ABILITY (Per Cent)		TIRES																
	Operator—Sits, Stands, Walks	Weight—Excluding Battery (Lb.)	Trailing Load— Dry Level Concrete (Tons)	Drawbar Pull (Lb.)	Motive Power	Normal Voltage	Ampere Hours	Wheelbase	Length—Overall	Width—Overall	Height— To Steering Wheel	Under- clearance		Outside	Inside	Intersecting Aisle	Number of Forward	Unloaded (Mph)		At Rated Load	Coupler	Steering Wheels	Driving Wheels	Steering Wheels	Driving Wheels							
												Wheelbase	Length—Overall					Width—Overall	Height— To Steering Wheel							Under- clearance	Outside	Inside	Intersecting Aisle	Number of Forward	Forward	Reverse
Clark—Cont																																
FCT-40		80	4000	80	GE	12	12	64	108 1/2	65 1/2	58 1/2	11	5 1/4	128	40	128	58	4	1	13.1	1.7	14	Opt	Pn	6.50/8	6.50/16						
FCT-46		92	4200	92	GE	12	12	64	110 1/2	67 1/2	60 1/2	11	5 1/4	128	40	128	60 1/2	4	1	13.1	1.7	14	Opt	Pn	6.50/8	6.50/16						
FCT-50		100	4600	100	GE	12	12	64	112 1/2	69 1/2	62 1/2	11	5 1/4	128	40	128	62 1/2	4	1	13.1	1.7	14	Opt	Pn	6.50/8	6.50/16						
FCT-120		240	12000	240	GE	12	12	64	107 1/2	99 1/2	56 1/2	8	3 1/4	146	56	56	56 1/2	4	1	16.0	2.2	28	AJ	Pn	7.50/16	7.50/16						
ECK-24		2400	15	3175	S	EM	12	44	78 1/2	82 1/2	54 1/2	8 1/4	2 1/4	74	18 1/2	58	58	4	4	16.3	2.2	7	Opt	Cu	15 1/2 x 10	8.25/20						
ECK-30		3000	15	3515	S	EM	12	44	78 1/2	84 1/2	57 1/2	8 1/4	2 1/4	74	18 1/2	58	58	4	4	16.3	2.2	7	Opt	Cu	15 1/2 x 10	8.25/20						
Tugger		200	200	1630	S	EM	12	34	50 1/2	41 1/2	37 1/2	4 1/4	1 1/4	46 1/2	16 1/4	46	46	4	4	7.0	3.1	7	Opt	Cu	10 1/2 x 6 1/4	21 x 6 1/2						
ACT-225		450	22500	450	GE	12	80	195 1/4	94	68 1/2	68 1/2	8	7 1/2	180	16 1/4	16 1/4	16 1/4	6	2	14.5	6.2	2.3	AJ	Cu	10 1/2 x 6 1/4	10 1/2 x 6 1/4						
Kalamazoo	3600	1200	20	1850	GE	(3)	(4)	51 1/4	84	42	48	7 1/2	3	71	58	45	58	3	1	10.0	2.0	20	Cu	Cu	15 1/2 x 10	15 1/2 x 10						
E-1900	300	6	6	1900	EM	(3)	(4)	44	73	40	52	6 1/2	3	83	45	45	58	3	4	8.0	6.0	15	Cu	Cu	15 1/2 x 5	15 1/2 x 5						
Lewis-Shepard	660	1800	1800	910	W	EM	12	30	51 1/2	32 1/2	54	3	3 1/4	44 1/2	38 1/2	38 1/2	54	2	2	3.0	3.0	2.6	Opt	Cu	10 1/2 x 8 1/4	9 x 5 7/8						
ERT	450	910	910	910	ST	EM	12	30	51 1/2	32 1/2	53	2 1/2	3 1/4	44 1/2	38 1/2	38 1/2	53	2	2	3.0	3.0	2.6	Opt	Cu	10 1/2 x 8 1/4	9 x 5 7/8						
LRT-12-OD	450	910	910	910	ST	EM	12	30	51 1/2	32 1/2	53	2 1/2	3 1/4	44 1/2	38 1/2	38 1/2	53	2	2	3.0	3.0	2.6	Opt	Cu	10 1/2 x 8 1/4	9 x 5 7/8						
LRT-12-24	550	910	910	910	ST	EM	(6)	26	33	51 1/2	32 1/2	53	2 1/2	44 1/2	44 1/2	44 1/2	53	2	3	4.1	6.1	6 x 4 7/8	Opt	Cu	10 1/2 x 8 1/4	6 x 4 7/8						
HRT-12-OD	650	1310	1310	1310	ST	EM	24	24	33	51 1/2	33	2 1/2	3 1/4	44 1/2	44 1/2	44 1/2	53	2	3	4.6	4.6	6.3	Opt	Cu	10 1/2 x 8 1/4	6 x 4 7/8						
HRT-12-24	750	1310	1310	1310	ST	EM	(7)	26	33	51 1/2	33	2 1/2	3 1/4	44 1/2	44 1/2	44 1/2	53	2	3	4.6	4.6	6.3	Opt	Cu	10 1/2 x 8 1/4	6 x 4 7/8						
HRT-12-24	750	1310	1310	1310	ST	EM	(7)	26	33	51 1/2	33	2 1/2	3 1/4	44 1/2	44 1/2	44 1/2	53	2	3	4.6	4.6	6.3	Opt	Cu	10 1/2 x 8 1/4	6 x 4 7/8						
Lift Trucks																																
KT	(11)	900	900	850	EM	EM	12	Var	24 1/2	42	26 1/2	50 1/4	2 1/4	2 1/4	2 1/4	2 1/4	50 1/4	3	1	8.0	2.1	5.1	Opt	Cu	15 x 5	21 x 5						
KTS	(11)	850	850	850	EM	EM	12	Var	19 1/2	38 1/2	32 1/2	50 1/4	2 1/4	2 1/4	2 1/4	2 1/4	48 1/2	3	1	8.0	2.1	5.1	Opt	PC	15 x 5	21 x 5						
KTRS	(11)	950	950	950	EM	EM	12	Var	27 1/2	45	32 1/2	54	2 1/4	2 1/4	2 1/4	2 1/4	54	3	1	9.0	2.7	5.7	Opt	PC	15 x 5	21 x 5						
KTR-12	(11)	1000	1000	1000	EM	EM	12	Var	27 1/2	45	32 1/2	44	2 1/4	2 1/4	2 1/4	2 1/4	54	3	1	9.0	2.7	5.7	Opt	PC	15 x 5	21 x 5						
KTR-18	(11)	1050	1050	1050	EM	EM	18	Var	35 1/2	50 1/2	34	44	2 1/4	2 1/4	2 1/4	2 1/4	56	3	3	3.0	3.0	4.3	Opt	Cu	15 1/2 x 4	15 1/2 x 4						
KTR-24	(13)	1100	1100	1100	EM	EM	24	Var	35	55	35	44	2 1/4	2 1/4	2 1/4	2 1/4	56	3	3	6.0	6.0	4.3	Opt	Cu	15 1/2 x 4	15 1/2 x 4						
Mercury																																
A-440	2300	60	3000	60	GE	12	41 1/4	79 1/4	40	56	10	4	54 1/2	54 1/2	54 1/2	54 1/2	56	3	1	8.0	2.1	5.1	Opt	Cu	15 x 5	21 x 5						
A-460	2600	65	3200	65	GE	12	41 1/4	79 1/4	40	56	10	4	54 1/2	54 1/2	54 1/2	54 1/2	56	3	1	8.0	2.1	5.1	Opt	Cu	15 x 5	21 x 5						
A-480	2900	70	3600	70	GE	12	41 1/4	79 1/4	40	56	10	4	54 1/2	54 1/2	54 1/2	54 1/2	56	3	1	8.0	2.1	5.1	Opt	PC	15 x 5	21 x 5						
A-500	3000	75	3900	75	GE	12	41 1/4	79 1/4	40	56	10	4	54 1/2	54 1/2	54 1/2	54 1/2	56	3	1	8.0	2.1	5.1	Opt	PC	15 x 5	21 x 5						
A-560	1000	25	1450	25	EM	36	45	76	41	54	8 1/4	3 1/4	1 1/4	68 1/2	64	64	64	3	1	8.0	2.7	5.7	Opt	Cu	15 1/2 x 4	15 1/2 x 4						
A-800	5500	135	5400	135	EM	48	60	94	44	64	8	3 1/4	1 1/4	100	96	96	96	4	4	6.5	6.5	3.0	Opt	Cu	15 1/2 x 4	15 1/2 x 4						
A-751	3000	75	3300	75	EM	36	45	76	41	54	8 1/4	3 1/4	1 1/4	68 1/2	64	64	64	4	4	6.5	6.5	3.0	Opt	Cu	15 1/2 x 4	15 1/2 x 4						
A-820	3000	75	3300	75	EM	36	45	76	41	54	8 1/4	3 1/4	1 1/4	68 1/2	64	64	64	4	4	6.5	6.5	3.0	Opt	Cu	15 1/2 x 4	15 1/2 x 4						
A-850	3000	75	3300	75	EM	36	45	76	41	54	8 1/4	3 1/4	1 1/4	68 1/2	64	64	64	4	4	6.5	6.5	3.0	Opt	Cu	15 1/2 x 4	15 1/2 x 4						
A-840	4000	100	5000	100	GE	12	63	94 1/4	107 1/2	51	63	9 1/4	7 1/2	125	125	125	125	4	1	12.5	1.7	3.3	Opt	Pn	6.00/7	7.00/16						
A-150	5000	125	6300	125	GE	12	63	94 1/4	107 1/2	51	63	9 1/4	7 1/2	125	125	125	125	4	1	12.5	1.7	3.3	Opt	Pn	6.00/9	7.00/16						
Revolator																																
Ge-Getter 52.30	700	Var	Var	1450	W	EM	12	Var	Var	32	50	3 1/2	3 1/2	54 1/2	Var	Var	Var	2	2	2.5	2.5	2.5	Var	So	12 x 3 1/2	12 x 3 1/2						
Ge-Getter 54.30	700	Var	Var	1600	ST	EM	12	Var	Var	32	40	3 1/2	3 1/2	54 1/2	Var	Var	Var	2	2	2.5	2.5	2.5	Var	So	12 x 3 1/2	12 x 3 1/2						
Ge-Getter 55.30	700	Var	Var	1700	W	EM	12	Var	Var	32	50	3 1/2	3 1/2	54 1/2	Var	Var	Var	2	2	2.5	2.5	2.5	Var	So	12 x 3 1/2	12 x 3 1/2						
Towmotor																																
K4-30	3000	73	3600	3000	S	GL	6	105	36 1/2	67 1/2	40 1/2	8	3 1/4	64	64	64	56	2	2	10.0	11.5	5.5	E	Cu	17 x 4 1/2	22 x 8						
K5-33	3300	80	3960	3300	S	GL	6	105	36 1/2	67 1/2	40 1/2	8	3 1/4	64	64	64	56	2	2	10.0	11.5	5.5	E	Cu	17 x 4 1/2	22 x 8						
K5-36	3600	88	4260	3600	S	GL	6	105	36 1/2	67 1/2	40 1/2	8	3 1/4	64	64	64	56	2	2	10.0	11.5	5.5	E	Cu	17 x 4 1/2	22 x 8						
K5-40	4000	98	4680	4000	S	GL	6	105	36 1/2	67 1/2	40 1/2	8	3 1/4	64	64	64	56	2	2	10.0	11.5	5.5	E	Cu	17 x 4 1/2	22 x 8						
Yale & Towne																																
K24JS	3000	3100	3100	3100	S	E-G	12	450	39 1/2	67	38 1/2	8 1/4	2 1/4	78	16	43 1/2	57	4	4	6.5	6.5	5.5	Opt	Cu	18 1/2 x 11 1/4	21 x 16						
MTR-2	1740	2740	2740	2740	ST	EM	12	450	34	51	34	50	2 1/4	2 1/4	42 1/2	16	43 1/2	3	2	3.0	3.0	2.0	So	So	10 1/2 x 6 1/4	10 1/2 x 6 1/4						
MTR-3	1740	2740	2740	2740	ST	EM	12	450	34	51	34	50	2 1/4	2 1/4	42 1/2	16	43 1/2	3	2	3.0	3.0	2.0	So	So	10 1/2 x 6 1/4	10 1/2 x 6 1/4						
MTR-3	1740	2740	2740	2740	ST	EM	12	450	34	51	34	50	2 1/4	2 1/4	42 1/2	16	43 1/2	3	2	3.0	3.0	2.0	So	So	10 1/2 x 6 1/4	10 1/2 x 6 1/4						
MISGT	1740	2740	2740	2740	ST	EM	12	450	34	51	34	50	2 1/4	2 1/4	42 1/2	16	43 1/2	3	2	3.0	3.0	2.0	So	So	10 1/2 x 6 1/4	10 1/2 x 6 1/4						
MISGT	1740	2740	2740	2740	ST	EM	12	450	34	51	34	50	2 1/4	2 1/4	42 1/2	16	43 1/2	3	2	3.0	3.0	2.0	So	So	10 1/2 x 6 1/4	10 1/2 x 6 1/4						

1. Including battery.
2. Excluding battery.
3. 24 or 32.
4. 170 to 300.
5. 450 to 550.
6. Combination steering and drive.
7. Load wheels.
8. 12 or 24.
9. 11—200 to 300.
10. 200 to 550.
11. 200 to 550.
12. 340 to 500.
13. 340 to 500 plus 100.
14. 400 to 700.
15. 400 to 700.
16. 400 to 700.
17. 350 to 600.
18. Not including towing eyes.
19. 200 to 400.
20. 300 to 432.
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POWERED LOW-LIFT FORK OR PLATFORM TRUCKS

MAKE AND MODEL	POWER TYPE	OVERALL CHASSIS DIMENSIONS (In.)			PLATFORM DIMENSIONS (In.)				FORK DIMENSIONS (In.)				BATTERY		SPEEDS With Capacity Load		GRAD-ABILITY (Per Cent)	WHEELS																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
		Operator—Walks or Rides	Lifting	Motive	Length—Excluding Platform or Forks	Width	Height—To Top of Controls	Lowest Underclearance	Minimum	Maximum	Length	Lateral Outside Overall Width		Height Above Ground	Normal Voltage	Ampere Hours		Truck (Mph.)	Time of Lift (Sec.)	Unloaded	Capacity Load	Number	Diameter (In.)	Drive	Set Tandem-	Number in Each Fork or Trail	Diameter (In.)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
Automatic	LO-2	EM	Hyd	113	39	50	21 1/2	36	72	60	27 1/2	36	72	18	18 1/2	30	36	22 1/2	22 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2	8 1/2	10 1/2	22 1/2	10 1/2

POWERED LOW-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Operator—Walks or Rides	POWER TYPE	OVERALL CHASSIS DIMENSIONS (In.)			PLATFORM DIMENSIONS (In.)				FORK DIMENSIONS (In.)				BATTERY		SPEEDS WITH Capacity Load		GRAD- ABILITY (Per Cent)	WHEELS										
			Length—Excluding Platform or Forks	Width	Height—To Top of Controls	Lowest Underclearance	Minimum	Maximum	Minimum	Maximum	Height Above Ground	Length	Lateral Outside Overall Width		Lowered	Elevated	Normal Voltage		Amperes Hours	Truck (Mph.)	Time of Lift (Sec.)	Unloaded	Capacity Load	Number	Diameter (In.)	Set Tandem—	Number in Each Fork or Trail	Diameter (In.)	
													Minimum	Maximum															
Mercury—Cont. Mete-Trac	A-1020	EM	6000	41½	44	36	72	26½	11	23	23	24	72	22	27	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½	
	A-1011	EM	4500	42	42	34	36	72	26	18	26	26	24	72	22	27	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	PAL	EM	850	31	31	50	3	36	26	18	26	26	24	72	22	27	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
Raymond	MTP-R	EM	4000	34	34	55	2	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	EL-4P	EM	1350	31	31	55	1½	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	WL-4F	EM	4000	34	34	55	2	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
Revolver	WL-4P	EM	4000	34	34	55	2	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	EL-4P	EM	4000	34	34	55	2	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	EL-4P	EM	4000	34	34	55	2	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
Go-Getter	Go-Getter 52-11	EM	4000	32	32	50	2½	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	Go-Getter 52-11	EM	4000	32	32	50	2½	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	Go-Getter 52-11	EM	4000	32	32	50	2½	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
Townmotor	Go-Getter 55-11	EM	4000	32	32	50	2½	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	Go-Getter 55-11	EM	4000	32	32	50	2½	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
	Go-Getter 55-11	EM	4000	32	32	50	2½	30	18	24	6	10	30	48	24	30	31½	71½	31½	3.0	8	10½	2	20	N	2	10½	2	10½
Wright-Hibbard	DF, DFP	GE	3000	49½	27	53	3	32	18	48	23	20	40	22	23	27½	3½	7½	12	2.2	5.0	25	4½	2	19½x5½	Y	24	3½	19½
	DF, DHP	GE	4500	50½	27	53	3	34	18	48	23	20	40	22	23	27½	3½	7½	12	2.2	5.0	15	10	2	4x50/14	N	1	36	8½
	RBH	EM	2500	35	35	46	10½	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
Yale & Towne	RBH	EM	3000	40½	32½	48	34	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	RBH	EM	1675	40½	32½	48	34	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	KMAL	EM	2160	40½	32½	52	34	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
K2E4	K2E4	EM	3300	44	44	56	4	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	K2E8	EM	3680	44	44	56	4	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	K2S10	EM	10000	47	47	58	4	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
K26G20L	K26G20L	EM	10475	51	51	68	8	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	K3S-6	EM	8000	44½	44½	56	8	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	K26G20H	EM	3680	44½	44½	56	8	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
M4	M4	EM	1140	60	66	86	8	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	M6	EM	4000	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	M6	EM	1200	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
MM40P	MM40P	EM	1735	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	MM40P	EM	4000	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	MM40P	EM	1150	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
MS4	MS4	EM	1815	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	MS4	EM	4000	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	MS4	EM	1020	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
M60P	M60P	EM	1770	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	M60P	EM	8000	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	M60P	EM	1770	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
M7½	M7½	EM	1200	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	M7½	EM	8000	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	M7½	EM	1000	31	31	50	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
RL-4	RL-4	EM	7500	34	34	51	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	RL-4	EM	4000	34	34	51	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36
	RP-4	EM	4000	34	34	51	3	34	18	Var	27	23	28	34	30	30	34	7½	8	100	6.0	15	10	2	18x41/21½	N	2	36	36

B.F. Goodrich



Pneumatic

B.F. Goodrich makes a complete range of sizes and variety of tread designs, including the new All-Purpose.



Solid

Which is right for you—Pressed-On Solid, its regular or Deluxe Cushion, or Vulcanized-On Solid? What tread design! What compound?

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Smileage!

B.F. Goodrich *industrial tires*

Circle No. 21 on Card, Facing Page 55, for more information

JUNE 1959

Win a Thunderbird or Corvette in the B.F. Goodrich Truck Tire Mileage Contest. See your B.F. Goodrich dealer for entry blanks.

... Trailer Trends

(Continued from Page 70)

minute, depending on the type of material handled.

Baughman Mfg. Co. has designed a new bulk transport body for free-flowing materials. It uses a combination air-mechanical discharge system. The system permits a choice of either air-mechanical or straight mechanical discharge.

A two-way haul trailer which acts as a bottom hopper one way and an exterior post freight trailer the other is produced by **Gramm Trailer Corp.** Hinged floor sections are raised or lowered by a hoist which is removable. The hopper is sealed by a rubber gasket. The hopper is loaded through two hatches in the roof. It has a capacity of 1000 cu ft.

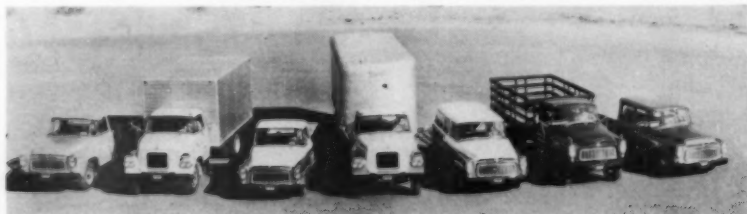
Van Picture

Fruehauf Trailer and Highway Trailer are introducing new vans of improved style and construction.

From the **Highway Trailer Co.** shop comes a new van built on an aluminum chassis. It has stress panel construction with side walls of vertical aluminum panels corrugated longitudinally. Also, it has hat-shaped extruded aluminum posts positioned 16-in. on center. It is available in five models.

Fruehauf Trailer Co.'s new line of vans includes closed dry freight and refrigerated trailers, open top units, and grain haul models. They are all available in a choice of smooth panel or exterior post design. All suspension supports are mounted in rubber.

Representative light, medium, and heavy-duty models of the new line from International trucks feature power and styling advancements in wide range



No lubrication on the suspension is required. Leaf spring or air suspension systems are available.

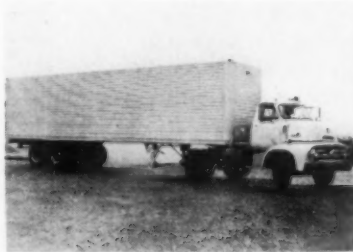
Aluminum Dumper

Adaptable to any single or tandem trailer chassis and suitable for transporter and materials handling is **Galion Allsteel Body Co.**'s new aluminum dump body line. It includes styles with or without longitudinals. Specifications cover 3/16-in. sides and floors, 4-in. channel crossmembers and 5-in. I-beam longitudinals.

Variety Line

In the 4200 to 33,000-lb gvw range, **International Harvester Co.** has introduced a line of light, medium, and heavy-duty trucks. They are available in four and six-wheel and all-wheel drive chassis with six-cylinder or V-8 cylinder engines. Three V-8 engines are available in comparison with nine six-cylinder valve-in-head engines. Also included are five gasoline and four liquefied petroleum gas-fueled powerplants. ●

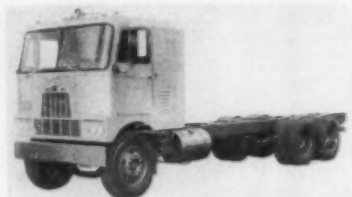
(Resume Reading on Page 71)



Brown Trailer has step-floor, straight-floor composite units



Dorsey self-unloading bulk transport handles variety of dry matter



Mack tractor can be fitted with a variety of powerful diesel engines



Transport body from Baughman Mfg. Co. for free-flow grains, cement

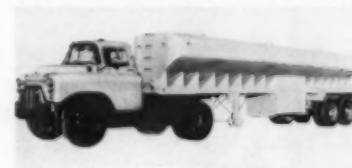


Highway Trailer van shown here is constructed of stress panel frame



Fruehauf van is available in a choice of steel, aluminum parts

Gramm Trailer Corp. has this two way trailer with hopper, posts





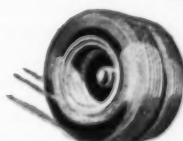
MOVEMENT

Up and down and across the U.S.,
trucks keep up a steady, night
and day movement of goods of all kinds . . .

Serving farm and city,
housewife and industrialist, trucks
provide many advantages,
the greatest of which is *mobility*:
the ability to deliver the
goods *where* and *when* they're needed—
and *quickly*!

AMERICAN TRUCKING INDUSTRY

American Trucking Associations, Inc., Washington 6, D. C.



THE WHEELS THAT GO EVERYWHERE





The B end of a car loaded with watermelons shows that, due partly to lack of padding, three stacks sunk 24 in.



Loaded crosswise, watermelons show no longitudinal disarrangement of load in doorway

... Lading Damage

Continued from Page 63)

accrue initially to the carriers. But once damage to particular commodities is remedied, lower freight rates on those products can be expected.

The benefits of damage control to the shipping public are not contingent upon freight rate reductions. Seasonal goods which arrive in an unsalable condition cannot be replaced immediately. Therefore, the consignee is denied the profit which would have been his had the shipment arrived in good order. There is no precedent for recovery of that type of loss.

Fresh fruits and vegetables have fluctuating market values. Durable commodities, on the other hand, do not. Claims are predicated on the weighted average selling price of the undamaged goods, subject to comparison with published market quotations.

The presence of damage at the bunkers or elsewhere in the load establishes at once a presumption of negligence in transportation. It usually has the effect of impairing the salability of the good order packs, especially when sales are negotiated on a team track in competition with other loads which are free of damage.

That element of loss cannot be incorporated in the damage claim. Therefore, there is in fact a community of purpose in reducing transit damage.

This report contributes nothing new from a scientific standpoint. It is an attempt to articulate some of the mathematical complexities of force and motion as they relate to damage prevention. Although the freight dealt with in the report consists of ideal units, the ideas should correct some prevailing misconceptions as to the underlying causes of transit damage. Perhaps they will open the following new areas for research:

1. Reappraisal of car flooring with the idea of coating floor surfaces with flexible cement or with other material which will resist slippage.

2. The application of corner pads of rubber or of comparable material to increase frictional forces at the floor level, along with interlocking devices to prevent separate displacement of upper layers.

3. Electronic timing of draft gear closures under varying conditions with special attention to their performance when trains are being closed up for outbound movement.

4. Modification of draft gear designs to prolong the period during which the mechanisms become fully compressed.

5. The use of rigid crossmembers and the improvement of strapping methods to prevent displacement of upper layers; also the adoption of other types of intermittent bracing spaced to reduce or eliminate longitudinal compaction as a cause of breakage.

6. The use of compression tests rather than dropping or bursting tests to predetermine the ability of shipping containers to withstand longitudinal impacts in transit.

7. Piggy-back tie-down devices to be modified to include coil springs which can be graduated to provide protective slack action according to gross weights of loaded trailers.

8. Car retarders to be checked to determine whether velocity reductions are actually uniform from end to end or whether lading damage is produced by excessive slowdowns within the lengths of retarder shoes.

9. Legal research to determine whether carriers can properly be imputed for physical damage unrelated to longitudinal shift or to compression produced by the rough handling of cars.

The application of the principles set down in this report could, with a little mechanical ingenuity, lead to substantial reductions in transit damage in bracing and dunnage requirements and in packaging costs. •

(Resume Reading on Page 64)

EDITOR'S NOTE—Equations explaining the forces at work in impact, a key to the symbols used in this article, and an explanation of draft gear closure were published on Page 41 of the April issue.

Record Polyethylene Package



Now they're packaging locomotives in polyethylene. At least that's the story behind this locomotive being readied for shipment to Latin America. Canton Containers, Inc., of Canton, Ohio, custom-made this cover

... Shipping

(Continued from Page 47)

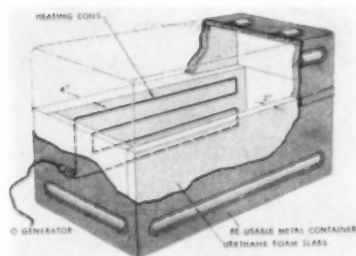
Export shipments simply have different and more rigid requirements. That information is not hard to get. Often, the purchaser or the foreign sales office sets up the specifications. Foreign freight forwarders also offer such a service.

However, the general rule is that export packaging is heavier because it gets more and rougher handling. Further, certain climatic conditions and the high humidity of ocean transportation require better protection inside the package.

Customary markings on export packages differ from those used in domestic shipping. For example, instead of writing out the full name and address of the con-

(Please Turn Page)

Insulated, Heated Container



Urethane foam combines with electric heaters to keep even temperatures for missile components in transit in this new container. The reusable container, made by the Williamson Co., of Madison, Ind., is equipped with electric heaters fed from a truck-mounted generator. The foam cuts heat loss

HOW MUCH CAN YOU SLASH YOUR COMPANY'S

FREIGHT BILL?

Considerably—when you ship via Federal Barge Lines! It depends on what you ship, where you ship, and how much you ship . . . the point is that you may be losing money **now** by not taking advantage of FBL's lower rates on bargeload, carload, and truckload shipments.

There's no mystery why FBL rates are lower. Barge Transportation always has been the most economical way to move goods. Lower operational costs benefit shippers in the form of lower freight bills.

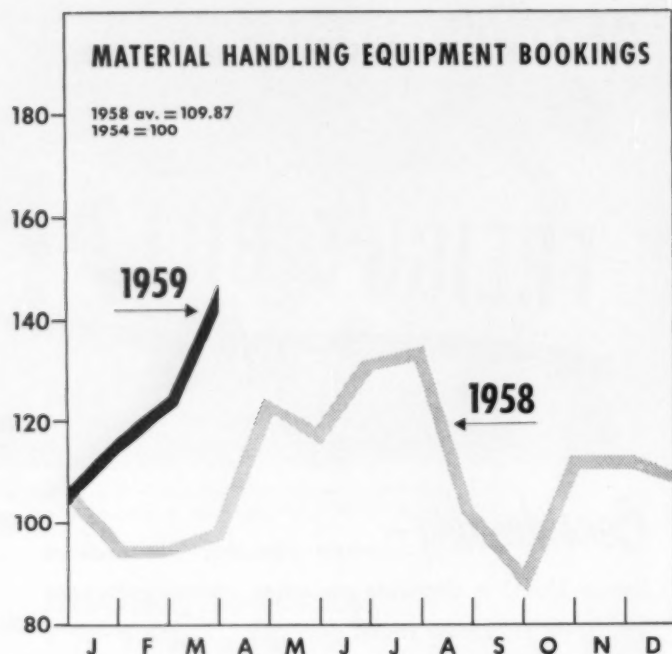
Even if you or your destination are not located on the waterways, you can still save with Federal's convenient joint rail-water and truck-water rates.

Call your nearest FBL office now . . . to find out how much you can slash your freight bill!



FEDERAL BARGE LINES, INC.

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Kansas City	Mobile	Omaha
HArrison 1-0199	HEmlock 8-1552	JAckson 3222



The dollar volume of orders reported by industrial materials handling equipment manufacturers in March jumped nearly 22 points over February orders. This is shown in the Monthly Bookings Index of The Material Handling Institute, Inc. Using 100 as the monthly average for the statistical base year 1954, the Institute reports that March bookings are translated as 146.36. The dollar volume of orders reported in February was 124.77

... Shipping

(Continued from Preceding Page)

signee, symbols of either the exporter or importer are used.

The symbols may be the trade mark or initials of the consignee. Unfamiliarity with English words, even illiteracy, makes these easier to read by foreign dock hands.

Other standards of markings are easy to learn. For example, the country of origin is lettered above the symbol. The name of the destination is lettered below the symbol. And so on.

Documentation

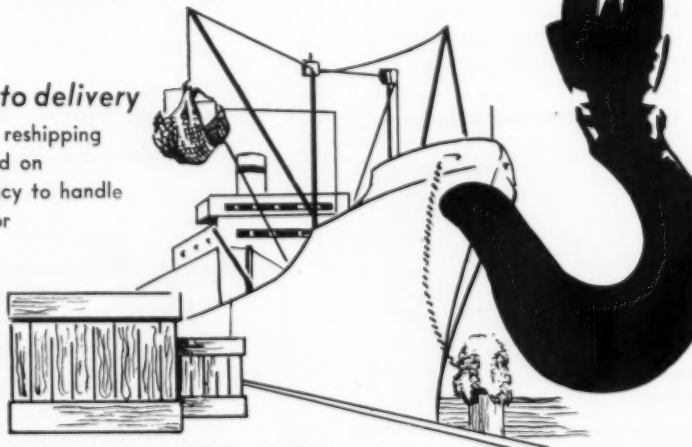
Perhaps the greatest area of difference in preparing cargoes for export is in the paperwork or documentation. Some of the documents are the same for every shipment. On the other hand, there are specific forms which vary from country to country.

To begin with, it may be necessary to have an export license, intent for drawback, lighterage orders, letter of credit, consular

Lehigh unlimited...

at your service from dock to delivery

Stevedoring, storage, repacking, reshipping or distribution . . . you can depend on LEHIGH'S experience and efficiency to handle and process any cargo . . . bulk or packaged . . . liquid or dry.



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WAREHOUSE &
TRANSPORTATION CO.

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invoice, and a certificate of origin.

Some of the other documents needed are: Export declaration, ocean bill of lading, proforma commercial invoice, final commercial invoice, packing list, insurance certificate, letter of transmittal, shipping instructions, dock receipt, delivery instructions, and delivery permit.

Most of these documents can be prepared by the traffic department. Others, such as the packing list, commercial invoice and shipping instructions, may be prepared by sales or accounting.

Years ago, a single, three-part uniform through export bill of lading was in general use. Today, its use is limited; mostly from interior points through Pacific Coast ports and shipments to the Far East. Its use through North Atlantic and Gulf ports was eliminated during World War II, and discouraged ever since.

Export Tariffs

There also is a difference with regard to foreign tariffs. In the first place, the ocean carriers do not supply the kind of tariffs customarily supplied by the various freight carriers in the States. Usually, they are based on weight or cube, whichever produces more revenue for the carrier, and are generally quoted by carrier agents.

Further, ship operators belonging to one of the Conference groups will quote one rate, the in-

(Please Turn Page)

Expanded Truck Fleet



Be-Mac Transport Co., Inc., has expanded its over-the-road fleet with the addition of 20 International diesel-powered tractors. The new equipment will reduce running time from St. Louis to Tulsa from 12 hours to 10 hours by eliminating the need for split schedules.



Driver's seat lifts out, back tilts to bring engine and battery in easy reach.

MOBILIFT quick, easy to service

Long life to your equipment demands regular and thorough servicing. That's why all service points in a Mobilift* are in easy reach. Engine, transmission, 2-speed final drive, brakes, battery, hoisting and tilting mechanism and steering assembly are located by design to simplify servicing, not complicate it. Have you noticed the easiest to service equipment always gets the best service? Check over a Mobilift and see!

AND NOTICE THESE INDUSTRY EXCLUSIVES

MOBILMATIC* with Inching Control—has all the advantages of an automatic transmission PLUS! Inch truck while lifting load at any speed, or lift load while traveling according to the speed and need of the job.

MOBILIFT CENTER LINE STEERING is effortless steering. It is an engineering principle of easy steering to distribute vehicle weight straight down through the center line of steer wheels. By sticking to this principle Mobilift eliminates the need for expensive power steering.

MOBILIFT HYDRALIZER* is a boon to the service man. No rear axle running through machine from side to side. Each of the two rear wheels is independently suspended. This means all 4 wheels are firmly on the ground when floor variations are as great as three inches.

For fastest operation in narrow aisles, ask for information on the MOBILIFT line of "stand-up" gas or LP-operated trucks. Here is low initial cost and real maintenance economy.

WRITE FOR NEW FOLDER "MOBILIFT with inching control". Here is the complete story of Mobilift "sit down" Industrial Trucks in the 2000-5000 lb. capacities.

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EXPORT REPRESENTATIVES:

Canada: The Canadian Fairbanks-Morse Co., Ltd.

Caribbean Area and Mexico: W. D. Blood & Co., Inc., New York City

Other Countries: Drake America Corp., New York City

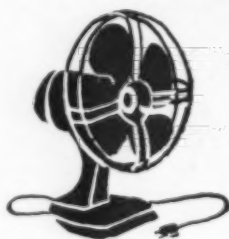
883 S. E. Main Street
Portland 14, Oregon

*MOBILIFT, MOBILMATIC, HYDRALIZER are registered trademarks of the Lamson Mobilift Corporation.

Circle No. 22 on Card, Facing Page 55, for more information



For shipping cans



or fans



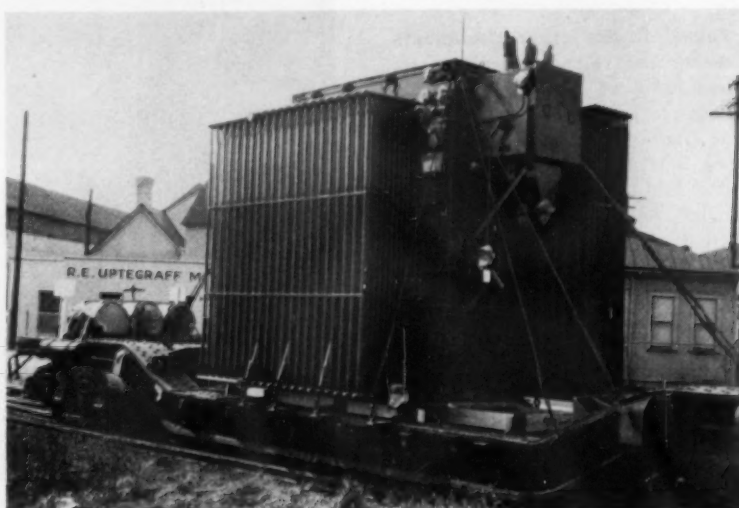
or frying pans

**The better way
is Santa Fe**

No matter what you ship call the nearest Santa Fe Traffic Office and let the longest railroad in our nation go to work for you.



Transformer Travel



Large electric transformers like the 10,000 kilowatt unit shown here are normally shipped to users partially dismantled. Product modifications were made by R. E. Uptegraff Mfg. Co. so that four of the machines can be shipped to Detroit in special railroad cars

... Shipping

(Continued from Preceding Page)

dependents will quote another. More often than not, the independent rates are lower but their service often is limited.

However, when a shipper has a contract with a conference, he is under obligation to use only conference ships.

Classifications

While freight classifications exist, ocean freight rates do not offer them to the same extent as in domestic shipping. Also, in addition to the basic rates, surcharges often are applied.

Usually they cover tolls, port and handling charges. But they also may be levied for very heavy weights or for unusually long or odd-shape cargoes.

(A series of articles on tariffs, documents and other export traffic shipping by Dr. Roland H. Kramer will appear in future issues of DA. The first article appears in this issue.—Editor)

Most traffic managers have the experience and background to enable them to acquire export traf-

fic techniques. That they should is the special point of this article.

More and more companies are seeking to expand their sales fields. Foreign markets offer good opportunities. The traffic manager should be ready to take over. If the volume of this shipping grows, he should, of course, have at least one person in his department equipped to specialize in this phase.

A Help

This added information will help the traffic manager to move into positions of higher responsibility; if not with his company, then with some other. In either case, he will be worth more to himself and his company.

This is a personal challenge, of course. Some will accept it, others won't. In the final analysis, it will set apart those who are worthy of the title Traffic Manager, and those who only manage to miss the boat. ●

(Resume Reading on Page 48)

\$15-Million Shipment



Seventy-one cases were transported recently from the Art Institute of Chicago to the Metropolitan Museum of Art, New York City, by the Railway Express Agency. Because of the extraordinary value of the collection—\$15 million—it was split four ways for shipping. The art treasures are works of Paul Gauguin, noted French painter

... Ocean Shipping

(Continued from Page 49)

of tariffs for all of the shipping companies that are members of the conference.

Each conference membership embraces the shipping companies that operate in a given trade. By "trade" is meant not only the foreign area, Far East, but also a given coastal area of the United States.

There is, for example, a conference of shipping companies that operate outward from the Atlantic and Gulf coasts of the United States to the Far East. Another embraces shipping companies operating outward from the Pacific Coast to the same Far Eastern destinations.

There also is a conference in the outward trade from the North Atlantic ports of the United States to the United Kingdom, another from the South Atlantic and Gulf, and so on. There also are separate conferences for the inward (homeward) trades. The subject of conferences is a big one that cannot be completely covered in this article.

Rates

Many of the ocean shipping con-

(Please Turn Page)

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shows you
"HOW"...

the widest choice of floor trucks
in the world can cut your costs!

For regular or "special" design floor trucks it pays to talk to Nutting first. Here's why: no other company makes more models, sizes or combinations of equipment than Nutting. Many times items which you may find listed as "specials" with other makes are regular equipment in Nutting's complete line. As a result you get "custom built" trucks at production line prices. You not only get overall lower prices; you also get the benefit of 68 years of experience, design "know-how" and modern manufacturing skills. To save valuable hours of your time and get the right equipment for your plant, talk to a Nutting representative first, for all your floor truck needs!

Nutting makes over 1000 products, here are just 16 of them



Dollar for dollar, feature for feature Nutting is your best floor truck buy. Write for your free copy of new Junior Catalog 59G.

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Please send copy of Junior Catalog 59G.

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CITY _____ STATE _____

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of the Eastern Seaboard
and the Midwest

VIA



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- Over 2,000 units of modern mobile equipment
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For "know-how" service on truck loads or less, call McLean today, or write Dept. C, Box 213, Winston-Salem, N.C.

*McLean also manages and operates
Hayes Freight Lines, Inc., serving
the Central States*

... Ocean Shipping

(Continued from Preceding Page)

ferences have two scales of rates, known as contract and non-contract. If the shipper agrees, in writing, to confine all of his shipments to the shipping company—members of a conference in a given trade—he is entitled to the lower contract rate.

Non-contract

If he prefers his independence and freedom to use services not included in the conference, he will pay a higher non-contract rate on all shipments offered to the lines comprising the conference.

This is also a big subject which, together with conferences in general, is under study by the House Merchant Marine and Fisheries Committee.

Chartering

There is another branch of ocean shipping that has no counterpart in railroad transportation but does in motor.

It is the contract or chartered service.

Just as a TM can charter a motor truck for a certain job, he also can charter a full ship. This is known as chartering. The charter market is as free and open as any market in this world.

If the TM has enough cargo at

a given time to utilize the hold of a vessel of 3000 to 10,000 tons (2240 lb) capacity, he can charter an entire ship. This can be done through a freight or ship broker who can be found at all seaports and probably lake ports now.

The charges for this service will be at the rate of so much per ton of a certain cargo to be moved in a certain trade, with a declaration by the shipper of the tonnage to be moved.

This is called a trip or voyage charter.

There are various kinds of charters. For the occasional shipper, the best form is a charter that includes the crew and supplies. Only a big shipper of large and regular tonnages or a shipping company would care to bareboat, i.e., charter just the boat without crew and supplies.

Information

Where did this information come from? From ocean shipping tariffs and shipping journals. The tariffs were found in the Division of Regulation of the Federal Maritime Board in Washington, D. C., and in tariffs of the various conferences for which we have worked at certain times. ●

(Resume Reading on Page 50)

Bulk Flour Trailer



Becker Pretzel Bakeries, of Baltimore, is hauling flour directly from the mill to the plant in this new Fruehauf bulk flour transport. Capable of hauling 40,000 lb, the trailer is pneumatically unloaded. This material was formerly transported in cotton sacks, stored on skids, and hand dumped into production machinery

Big Newspaper Move



Davidson Transfer and Storage Co. recently moved the Washington Evening and Sunday Star into its new building and did it without delaying one of the five editions published daily. Following months of planning, the move started on a Saturday night and was completed by Monday. Thirty high-cube vans and 290 men took part in the move

OrderControl...

(Continued from Page 51)

The punched cards are 6½ x 7½ with five holes to the inch along card perimeters. These provide for both sequences sorting and direct sorting for maximum efficiency.

Daily, new order control and item control cards are key punched according to style, finish, customer code, and order number.

Unit Analysis

Order analysis reports are tabulated and quantities posted daily to unit analysis reports for fast re-capping of data on a semi-weekly basis.

Both cards are filed, the red-printed order control cards alphabetically by customer, the brown-printed item control cards by style and finish.

In both cases, older orders filed in front of newer orders. Of course, special consideration include legitimate requests for rush

(Please Turn Page)

"Operation Porpoise"



"Operation Porpoise" was recently completed by Suddath Moving and Storage Co., Inc., of Jacksonville and Miami, Fla. Suddath transported, in a specially equipped van, two trained porpoises from Marine Studios, at Marineland, Fla., to the Coliseum in New York and back, a distance of 2100 miles. The van was equipped with heating units, sleeping accommodations for two attendants, and an alarm system from the trailer to the tractor

Strongest

for greater capacity

Strongest

for longer life

Strongest

for more protection

Strongest

for lasting appearance



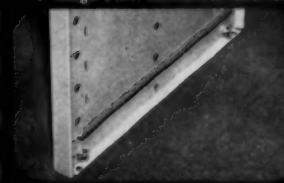
Loaded Shelving



X Type Sway Bracing



18 Gauge Steel Reinforced Shelves



Heavy Duty Uprights



Patented Boltless Shelf Brackets

DELUXE

STEEL SHELVING

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because . . .

. . . the shelves are constructed to increase *structural strength* by coping corners to fit around the closed uprights, which are of I-beam construction. Deluxe shelves are formed with a continuous flange, "box-lid type" design for *greater stability*. Reinforced shelves, a Deluxe exclusive, have factory-embedded steel bars returned on the end flanges, adding *maximum rigidity*.

The film strip shows some engineered features that contribute to the greater strength of Deluxe steel shelving. With patented boltless shelf brackets, it is fast to assemble, fast to rearrange. Call your local Deluxe dealer for details or write us for new Deluxe shelving catalog No. 284.

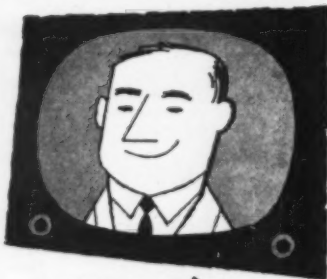
DELUXE METAL FURNITURE COMPANY • WARREN 24, PENNA.

A Division of The Royal Manufacturing Company

DM-59-01

Circle No. 24 on Card, Facing Page 55, for more information

Mr. Traffic Manager



**what's
your line?**

Drugs, liquors, candy, chemicals ... you name it. If it's general merchandise or U.S. Customs and Internal Revenue Bonded Storage, San Francisco Warehouse handles it!

Here's the ideal place for storage and distribution ... ideal in climate and humidity as well as location ... central to all the West and right in the heart of a seven-county \$6,000,000,000 annual income market!

Facts to consider:

- 50 years of responsible service
- 500,000 square feet of storage area
- Sprinklered or Electric Fire Detectors
- ADT Supervised
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- Pool Car Distribution
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Phone REctr 2-1580

CHICAGO REPRESENTATIVE:
Distribution Service, Inc., 251 East Grand
Avenue Phone SUperior 7-7180

Order Control . . .

(Continued from Preceding Page)

shipments or orders calling for future shipments programmed for specific shipping dates. Requires special filing of both cards.

The shipping release copy of each order is filed directly in front of the red-printed order control card.

That is where matters stand until we receive from our shipper "let-down" reports. They indicate the number of chairs of each style and finish which have come down from the finishing room and are available for shipment.

As these "let-down" reports are received in the sales office, the quantities are first posted by style and finish to a worksheet.

Next, as many item control cards, for styles and finishes corresponding to the chairs shown on the "let-down" reports, are pulled from the file as needed to match totals shown on the "let-down" reports.

Item control cards are then sorted by customer number to correlate the cards with related order control cards which indicate open orders.

Juggling

A little juggling or matching of available merchandise with open orders always takes place to reflect particular conditions. However, the end result is that items to be shipped as indicated on the item control cards are written simultaneously in one of five different shipping columns printed on the shipping release forms and the order control cards.

The shipping release form is then sent to the shipper as authority to ship. The item control cards are set aside by order number for subsequent sales analysis pending return of the shipping release form from the shipper as verification of actual shipments.

The order control cards are returned to the file if they still show open orders, otherwise they are discarded or held for special analysis.

The shipper has indicated on this form such information as date shipped, routing, waybill number, etc. The shipping release copy is then used to extract from an open order file the billing master which was duplicated when the original order copies were first being prepared.

On this new master, a clerk hand-posts the date and quantities shipped and waybill number.

From this the duplicating machine will produce invoices in as many copies as required, plus a new billing master for items on the original order still unshipped.

Forms

Since one basic form design for both orders and invoices is used throughout the system, it provides for five different shipping and billing columns.

Each successive invoice for partial shipments has been duplicated from a master created from an original master.



**Why stick
your neck out?**

When you're shipping be sure to call Chicago Express who has the necessary experience to handle the job. The dependable carrier serving the East and West.



CHICAGO EXPRESS, Inc.
72 Fifth Avenue, New York

It shows a record of original order quantities, prior shipments, as well as the quantities most recently shipped as per the latest invoice.

Thus, each invoice shows customers exactly what the status is of merchandise shipped, as well as unshipped, on their orders. Customers can then advise us, when receiving an invoice whether they wish us to take any special action on unshipped merchandise, such as increasing the original order quantities, or deferring further shipments until back-ordered items can be combined with chairs on new orders immediately forthcoming.

After the shipping release form has served to extract the new master from the open order file, the shipping release form is then thrown away if the order has been shipped complete.

If not, it is returned to its original position in front of the red-printed order control card in the tub file. This same shipping release form travels several times between sales office and shipper before some orders are finally shipped complete.

The last step in our control program is the semi-weekly analysis and report to our executives of sales by style and finish. Such information not only indicates sales trends, but is essential in the compilation of "on hand" and "on order" figures for each style and finish.

This enables us to adjust our production schedules necessary on a day-to-day basis.

These sales reports are unit analysis multiple-part forms. With carbon on the reverse side of certain columns, when "week ending" figures are written on one set of reports, these figures carbon through on a new set of reports in columns indicating what is on hand and on order at the start of a new week.

We believe that this represents a unique trick in systems engineering, to eliminate repetitive transcriptions, and mechanically to exploit the other more obvious advantages of unit analysis reports.

Personnel

We do not need specially trained

personnel in the punched-card end of the system. The recurring expense is principally the cost of cards plus machine rental that does not exceed \$100 a year.

In a business with more than 5000 active customers of which at least 65 per cent provide only 20 per cent of our annual sales volume, the problem of customer service is an important one.

No longer do we have the large number of old orders with only one or two chairs still remaining to be shipped.

Formerly our average order required from five to six separate shipments before all items were received by the customer. Today, despite the same problem of trying to avoid shipments under 100 lb, we require an average of only two to three shipments to fill the same order.

The method of selecting what customer gets which chairs, where the backlog of orders vastly exceeds the merchandise immediately available, is far more scientific and intelligent than ever before. •

(Resume Reading on Page 52)

TOP QUALITY

MATERIALS HANDLING EQUIPMENT

HAND TRUCKS

Over 50 models and styles of two wheel hand trucks



WHEEL BARROWS

Complete line of barrows from light to heavy duty



93-A

SEND FOR FREE CATALOG
LANSING CO.
LANCO MATERIAL HANDLING EQUIPMENT

LANSING 3, MICHIGAN
Branches: Boston • Minneapolis

Circle No. 25 on Card, Facing Page 55

**from
the SEA
to the
SEAWAY
it's
NORWALK
ALL THE
WAY**

**NORWALK
TRUCK LINES,
INC.,
NORWALK, OHIO**

Chuting the News . . .

(Continued from Page 42)

Spector Freight Systems, Inc., Chicago, has filed application with the ICC for temporary authority to control through management the operations of Steffke Freight Co., Wisconsin, and for permanent authority to control the company through purchase of all of its capital stock.

The New York, New Haven, and Hartford Railroad Co. has applied for government guaranties on two loans totaling \$9,889,540.

The 1958 Safety Contest winners for Barge and Towing Vessel Industry are United States Steel Corp's River Transportation Dept., Clairton, Pa., and Greenville Transportation Co., Inc., Greenville, Miss., both which had no lost-time accidents.

Orders from 26 railroads for equipping 1472 freight cars with Evans DF loaders have been received since January 1, by Evans Products Co., Plymouth, Mich. Western Pacific Railroad ordered 83 DF loader cars and Southern Pacific ordered 43. Total orders are 35,820.

Installation of centralized traffic control on more than 80 miles of Union Pacific single track between Denver and Carr, Colo., has begun and is expected to be completed sometime in 1960.

Consolidated Freightways, Inc., has offered to acquire the outstanding stock of Smith's Transfer Corp., Staunton, Va. The share-for-share proposal is subject to acceptance by holders of 90 per cent of Smith stock and to ICC and state approval.

A joint accomplishment of labor and management is announced by the Baltimore and Ohio Railroad through a \$3,500,000 leasing agreement to secure 1350 pieces of maintenance equipment, and negotiations with the Brotherhood of Maintenance of Way Employees to reach a new agreement for the rearrangement of union track forces.

The B. F. Goodrich Co. has received the 1958 Public Interest Award for exceptional service to safety. The award was presented by the National Safety Council.

The Northern California Ports and Terminals Bureau has issued a report that states that what was once the possibility of competition from the St. Lawrence Seaway has become a certainty.

A three-story \$5.5 million cargo-passenger terminal is scheduled for Pier F at Long Beach Harbor. It is expected that construction will begin sometime in July, 1960.

A new integrated freight service to and from Puerto Rico is being offered by Roadway Express, Inc., in conjunction with the Pan-Atlantic Steamship Corp. The service can originate or terminate at any of the Midwestern points served by Roadway.

—DA—

Consolidated Moves to Acquire Youngstown Steel Car Corp.

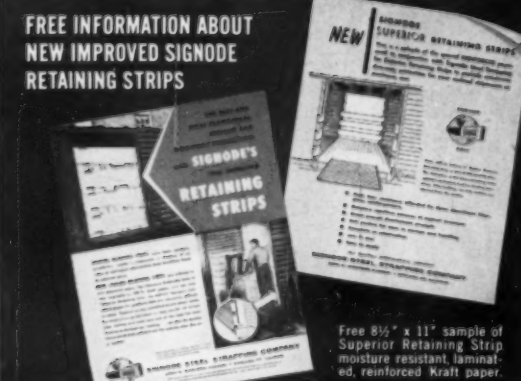
Consolidated Freightways Co. has applied to the ICC for permission to issue stock which would permit it to acquire Youngstown Steel Car Corp.

Youngstown would continue under its present management as an autonomous unit. Its production would complement that of Freightliner Corp., CF's truck and trailer manufacturing subsidiary.

—DA—

The American Trucking Associations, Inc., will publish a *Western Shippers' Guide* showing motor carrier service from 833 points of origin in 11 Western states and service to the U. S. and Canada.

FREE INFORMATION ABOUT NEW IMPROVED SIGNODE RETAINING STRIPS



Free 8 1/2" x 11" sample of Superior Retaining Strip moisture resistant, laminated, reinforced Kraft paper.

SIGNODE Retaining Strips save you money these ways:

- Reduce (most often stop) damage to cargo at car doorways
 - Reduce dunnage by 20 to 40 pounds over old-fashioned door barricades
 - Save on storage, handling. Come in clean, compact rolls, less than 6" diameter, of 50 strips
 - Fast and easy installation speeds preparation for loading
 - Strips at loading door tensioned and sealed from outside
- Data Sheet 201S includes sample as noted above. Send now for yours.



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Offices Coast to Coast
Foreign Subsidiaries and Distributors World-Wide
In Canada: Canadian Steel Strapping Co., Ltd., Montreal • Toronto

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Low cost ground level loading
anywhere . . . anytime . . . in any weather!

NEW MAGLINER MOBILE LOADING RAMP

with Non-Slip Grating Tracks



SAFE, SURE, ALL-WEATHER POWER TRUCK TRACTION!

QUICK, EASY HYDRAULIC ELEVATION!

TIRE SAVER SAFETY CURBS
No truck runoff—No gouged tires!

A LOADING DOCK ON WHEELS! Magnesium Light . . . Magnesium Strong. One Man Moves It Where and When It's Needed! Rugged bridge type construction . . . safely handles loads up to 16,000 lbs. Dependable service for many years.

NEW NON-SLIP GRATING TRACKS. Another Magliner First!
Heavy duty, self cleaning grating sections provide permanent, slip-proof tracks built into the ramp. No power truck slippage due to rain, snow, oil, grease, etc.

ASK ABOUT THE MAGLINER PROOF POSITIVE PLAN . . . SEE A MAGLINER RAMP AT WORK. CUTTING COSTS RIGHT IN YOUR OWN OPERATION.

Write for Bulletin DB-211
Magline Inc., P. O. Box 446,
Pinconning, Michigan
Canadian Factory: Magline
of Canada, Ltd., Renfrew, Ont.

Circle No. 27 on Card, Facing Page 55, for more information

New Brake Regulation

The ICC has amended its regulation governing emergency braking. The amendment to the Motor Carrier Safety Regulations will read as follows:

"Every truck-tractor and truck used for towing other vehicles equipped with vacuum brakes, in operations other than driveaway and towaway, on and after January 1, 1957, shall have, in addition to single control required by § 193.49 to operate all brakes of the combination, a second control device which can be used to operate the brakes on the towed vehicles in emergencies. Such second control shall be independent of brake air, hydraulic, and other pressure and independent of other controls, unless the braking system be so arranged that failure of the pressure on which the second control depends will cause the towed vehicle brakes to be applied automatically. This second control is not required by this rule to provide modulated or graduated braking."

—DA—

Use of the inland waterways for transport of chemicals has increased by 260 per cent in ten years, Frank G. Moore, general traffic manager of the Columbia-Southern Chemical Corp., said recently. About 10,170,000 tons of chemical products were shipped via the inland waterway in 1957.

—DA—

Club Briefs

The Los Angeles Transportation Club recently heard Dr. Kenneth Potter speak on "Transportation at the Crossroads."

A table top exposition was held by the Philadelphia Regional Div., of the Society of Industrial Packaging and Materials Handling Engineers.

George J. Neilsen was presented a plaque at the Annual Spring Meeting of the Tri-City Traffic Club, Moline, Ill., for his 34 years of service in behalf of the club.

Beta Upsilon Chapter No. 20, Delta Nu Alpha, Indianapolis, Ind., heard Tom Lanahan, of United Parcel Service, speak at McClarney's Restaurant, recently.

The Women's Calumet Traffic Assn., Chicago, held Boss's Night recently. A. E. Berendt, assistant dean of the College of Advanced Traffic, spoke on scholarships in traffic.

At a recent meeting of the Central Area Shipper-Motor Carrier Conference, Detroit, a uniform tracing call register was adopted.

The Cleveland Chapter of the American Material Handling Society presented the Higbee Co. and the Timken Roller Bearing Co. with materials handling awards.

"Square Packages in Round Holes" was the topic discussed at a recent meeting of the American Material Handling Society's New Jersey Chapter.

Sidney B. Lifschultz, executive head of Lifschultz Fast Freight, covered "The Next Five Years in Transportation," at a meeting of the Traffic Assn. of New Haven County, New Haven, Conn.

The Eastern Div. of the Society of Industrial Packaging and Materials Handling Engineers, Hillside, N. J., visited Container Laboratories in New York City for a seminar on corrugated fibreboard.

The Traffic Club of Houston, Texas, recently elected Paul W. Lawrence president; J. L. Whittredge and W. L. Knipe, vice presidents; J. M. Bradshaw, treasurer; and John P. Westcott, secretary.

(Resume Reading on Page 25)

Choosing A Warehouse?

LOOK FOR THE SEAL...



THAT IDENTIFIES
RESPONSIBILITY

Your interests as a warehouse customer are exactly the same as those of the A. W. A.

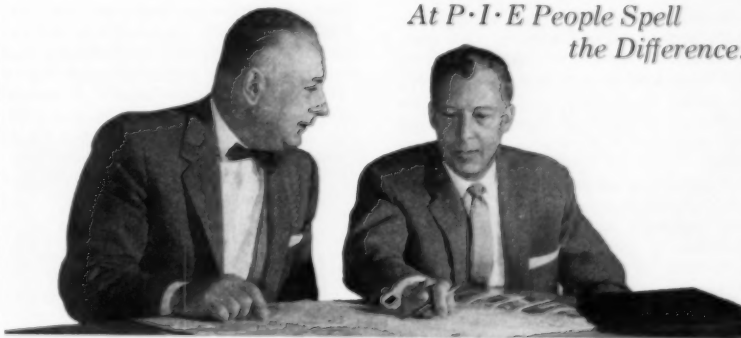
The personal integrity of the owners, the financial stability of the company and a high standard of competence are the qualifications for membership.

Look for the A. W. A. seal when you entrust your valuable merchandise to a warehouseman.

**AMERICAN
WAREHOUSEMEN'S
ASSOCIATION**

Merchandise Division
222 W. Adams Street • Chicago 6, Illinois

At P·I·E People Spell
the Difference!



Jack Sanders, Traffic Manager of Gerber, prescribes...

Fast Relief for Traffic Headaches!

Day in and day out, Jack Sanders matches shipments of baby food to the feeding habits of millions of babies—in ten thousand cities and towns from New York to San Francisco.

It's a demanding job but he's found that he can count on P·I·E Salesman Harvey Bishop with confidence for there's no schedule too complex... no load too large or small... no town too hard for P·I·E people to reach.

From salesman to clerk to dispatcher to driver there's a loyal determination to "deliver the goods... in good shape, in good time." At P·I·E people spell the difference!



PACIFIC INTERMOUNTAIN EXPRESS

TERMINALS & OFFICES IN PRINCIPAL CITIES. GENERAL OFFICES P·I·E BLDG., 14TH & CLAY STREETS, P.O. BOX 958, OAKLAND 4, CALIFORNIA

P·I·E Delivers the Goods in good shape... in good time!



By Leo T. Parker
Legal Consultant,
Distribution Age

WITHIN THE LAW

TRANSPORTATION

When a railroad has a certificate of convenience and necessity, are there any limitations?

Yes. For instance, in *S— v. M— v. C.E.S. T— L—*, 312 S. W. (2d) 363, it was shown that a certificate of convenience and necessity was issued to a railroad company. This permit limited the railroad to truck service which was auxiliary to or supplement of its railroad service and provided that the railroad should not serve any point not a station on its rail lines.

In subsequent litigation, the higher court held that the railroad's subsidiary truck line was limited to transportations of property and merchandise to and from depots on its rail lines and that it was not entitled to make store-door pickup and delivery of freight in towns in which the railroad had depots. The court said:

"There is good reason for the maintenance of the competitive relationship between rail and motor carrier operations, and one should not be permitted to invade the field of the other absent convincing proof that the public convenience and necessity requires it. . . . All of these restrictions were imposed after careful deliberation, and none should be removed unless good cause is clearly shown."

Does a carrier with special motor trucks and equipment have any certificate preference?

A carrier which has special motor trucks and equipment has preference over other carriers, when applying for a certificate of public convenience and necessity or extension of its present operating area.

For example, in *U— F— v. Public Service Commission*, 223 Pac. (2d) 408, the testimony showed facts, as follows: Some time ago the Public Service Commission issued to one P— a certificate of

convenience and necessity authorizing him to operate as a common carrier by motor vehicle for the transportation of commodities which because of their size, shape, weight, origin, destination, or nature require special equipment of a kind not furnished by regular common carriers. He was authorized at this time to operate only in restricted areas. Later he filed an application to amend his certificate by enlarging his operating territory to include the whole state.

The Public Service Commission after a hearing amended his certificate to authorize his operation throughout the state. Certain competitors appealed to the higher court and protested the enlargement of P—'s operating territory. However, since P— had vehicles that would transport commodities weighing 25 tons and his competitors had no equipment to transport such heavy articles, the higher court approved the Commission's award of a certificate to P— to operate in the whole state. This court said:

"We have not overlooked the fact

that the C— F— L— and the R— G— M— W— (competitors) have equipment . . . which is readily available to serve shippers in that area. However, it appears that neither company has the equipment in that area necessary to load and haul commodities weighing upward to twenty-five tons."

Are permits or certificates of public convenience necessary when one delivers to his customers?

No. For illustration, in *W— v. S— of T—*, 398 S. W. (2d) 884, it was shown that a state law requires common carriers and contract carriers to obtain permits on certificates of public convenience and necessity before transporting goods over the highways. The testimony showed further that a man named W— was employed by one F— as a truck driver. W— was driving one of F—'s cattle trucks loaded with cattle on the highway when apprehended. He was charged with operating a truck as a contract carrier for transportation of property for "compensation and hire" without first acquiring a certificate of public convenience and necessity.

During the trial, testimony was given which proved that F— had sold the cattle to one F— for \$5,614.12 which price included F—'s transportation charges for delivering the cattle to F—. In view of this testimony the high court held that F— was a "private motor vehicle owner" and not a "contract carrier," and that he was not required to secure a permit before hauling the cattle. The court said:

"The fact remains that the hauling of the cattle entered into and was a part of the transaction by which the ownership thereof passed from the owner of the truck to Mr. F—. We conclude that appellant (W—), as the employee of the owner of the truck and the seller of the cattle being transported, was not a 'contract carrier' and the hauling of the cattle was not such an operation as to require that a permit be secured."



"I'll get someone to help you. . . ."



"... carry it home."

NARW Speaks Against Hot Cargo Contracts, Picketing at Probe

Representing the National Association of Refrigerated Warehouses, Inc., W. C. Hudlow told a House Joint Subcommittee on labor Management Reform that public refrigerated warehouses were very vulnerable to labor abuses under existing laws.

Hudlow, president of the Chattanooga Warehouse and Cold Storage Co., said that any labor legislation passed by the present Congress should contain effective prohibitions against coercive organizational picketing.

Also, legislation should act against secondary boycotts and hot cargo contracts.

He called the subcommittee's attention to bills pending which could correct "inexcusable abuses and grossly unfair economic pressures on innocent third parties."

—DA—

Stevens Heads U. S. Van Lines

Hazen H. Stevens was elected president of U. S. Van Lines, Inc., at a recent meeting of the Board of Directors. A. A. Metcalf re-elected senior vice president; Archie H. Stevens elected executive vice president-treasurer; and Allen A. Metcalf, Jr., elected vice president-secretary.

—DA—

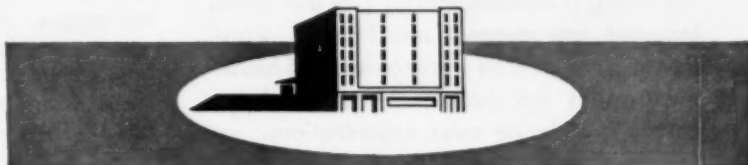
Supreme Court Hears Anti-Road Tax Ruling Plea by Movers

Two members of the moving industry have petitioned the Supreme Court to declare the \$1.50 per thousand pounds federal highway use tax invalid as it is imposed under Treasury-adopted schedules.

North American Van Lines, Inc., and Atlas Transportation Co. are challenging the court decision.

North American is acting against the propriety of regulations from the Treasury Department on the grounds that the tax concerns an artificial classification of vehicles according to a formula for weight and horsepower that lacks relationship to gross loads actually involved.

Warehouse SPOTLIGHT



Berg Elected ARI President

Rudolf G. Berg has been elected president of the Air-Conditioning and Refrigeration Institute. Berg, vice president of Copeland Refrigeration Corp., Sydney, Ohio, was elected at the Institute's Annual Meeting recently.

Other officers include Russell Gray, L. N. Hunter, and R. K. Serfass, all elected vice presidents, and W. H. Aubrey, treasurer.

—DA—

AWC Now Incorporated

Affiliated Warehouse Companies, Inc., now is incorporated. Officers include Walter P. Taylor, president-treasurer; Robert J. Lamneck, vice president; and Mrs. E. Boyd Watkins, secretary.

New York Movers Hold Meeting

A recent one-day convention held for Metropolitan New York movers revolved around a discussion of "Local Moving, Profit or Loss." The discussion was previously presented by the NFWA on the West Coast and was repeated due to its importance to the industry. James A. Lundy, newly-appointed New York State Public Service Commission chairman, addressed the luncheon meeting.

—DA—

Warehouseman Honored



The California Moving and Storage Association recently honored Harold J. Blaine, vice president and general traffic manager of Lyon Van and Storage and Lyon Van Lines, for outstanding service to the industry. Blaine (right) was presented with an award by Donald Estrin, a director of the Association. At the 1959 convention, Blaine submitted a new code of ethics which was adopted by the Association.

Reno Gets New Distribution Plan

Advantages from Nevada's tax-free Free Port Law are making a new warehousing distribution plan possible.

Frank Bender and Warren Dow, originators of the plan, have designed it to speed nationwide deliveries and reduce administrative procedures.

The firm, Dow-Bender Distributions, Inc., plans to reduce the number of handlings for large shipments consigned to the West Coast from Eastern manufacturing points.

(Please Turn to Page 132)

Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. Generally the advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

ALABAMA

Birmingham
American Tfr. & Whse. Co., Inc.
Doc's Tfr. & Warehouse, Inc.
Harris Warehouse Co.
Strickland Tfr. & Whse. Co.
Dothan
Security Bonded Whse.

ARIZONA

Phoenix
B-Z-Bee Transp'n. & Whse. Co.
Lightning Mvg. & Whse.

ARKANSAS

Little Rock
Terminal Warehouse Co.

CALIFORNIA

Los Angeles
Bekins Warehousing Corp.
Central Term. Whse. Co.
Lyon Van & Storage Co.
Davies Warehouse Co.
Overland Term. Warehouse Co.
Pacific Coast Term. Whse. Co.
Pacific Commercial Whse., Inc.
Star Truck & Whse. Co.
Union Terminal Warehouse
Oakland
Howard Terminal
San Diego
Lyon Van & Storage Co.
San Francisco
San Francisco Whse. Co.

COLORADO

Colorado Springs
Welcker Tfr. & Stge. Co.
Denver
Larsen Tfr. & Stge. Co.
North Denver Tfr. & Stge.
Welcker Tfr. & Stge. Co.
Pueblo
Burch Whse. & Tfr. Co., Inc.
Welcker Tfr. & Stge. Co.

CONNECTICUT

Danbury
Shepard's Warehouse
Hartford
George E. Dewey & Co.
Hartford Despatch & Whse. Co., Inc.
New Haven
Atlantic Bonded Whse. Corp.
Smedley Company
Stamford
Schaefer, Inc.

DELAWARE

Dover
Delmarva Whses., Inc.

DISTRICT OF COLUMBIA

Washington
Commercial Storage Co.
Davidson Tfr. & Storage Co.
Kane Warehouse Company
Terminal Stge. Co. of Wash.

FLORIDA

Jacksonville
Jacksonville Warehouse Co.
Laney & Duke Stge. Whse. Co., Inc.
M & M Term. Whse. Company
Peninsular Whse. Company
Union Terminal Whse. Co.
Miami
Colonial Warehouse, Inc.
International Bonded Whse. Corp.
Santini Bros., Inc.

GEORGIA

Atlanta
American Bonded Whse.
Coweta Bonded Warehouse
Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII

Honolulu
City Transfer Co., Ltd.
H C & D Mvg. & Stge.

ILLINOIS

Cairo
Hudson Warehouses
Chicago
Affiliated Whse. Companies
American Chain of Whses., Inc.
Anchor Storage Co.
Associated Warehouses, Inc.
Crooks Terminal Whses., Inc.
Currier-Lee Whses., Inc.
Equipment Storage Corp.
Griswold & Bateman Whse. Co.
Grove Storage Co., Inc.
Joyce Bros. Stge. & Van Co.
Majestic Whses., Inc.
Midland Warehouses, Inc.
North Pier Terminal
Packers Term. & Whse. Corp.
Producers Warehouse Co.
Riverside Warehouse
Soo Terminal Whse.
Sykes Terminal Whse. Co.
Thomson Terminals, Inc.
Wakem & McLaughlin, Inc.
Western Warehousing Co.

East St. Louis

McMahon Transfer & Whse. Co.
Mid-America Term. Whse., Inc.
Mississippi Avenue Whse.

Joliet

Joliet Whse. & Tfr. Co.

Kankakee

Belt Route Whse. Stge. Co.

Peoria

United Facilities, Inc.

Vandalia

Vandalia Whse. Corp.

INDIANA

Elkhart
Schult General Warehouse
Evansville
Ingle Street Whse. Co.
Mead Johnson Terminal Corp.
Producer's, Inc.
Terminal Whse., Inc.
Fort Wayne
Fort Wayne Storage Co., Inc.
Pettit Whses., Inc.

Hammond

Great Lakes Whse. Corp.
Illiana Storage Co., Inc.
Nowak Warehouses, Inc.

Indianapolis

Indiana Term'l & Refrig. Co.
Indianapolis Whse. & Stge. Co., Inc.
Merchandise Whse. Co., Inc.
Strohm Whse. & Cartage Co.

Muncie

Oren-Shively Whses.

IOWA

Cedar Rapids
American Tfr. & Stge. Co.
Cedar Rapids Tfr. & Stge. Co.
Davenport
Roederer Transfer & Storage Co.
Dubuque
Dubuque Stge. & Tfr. Co.

KANSAS

Kansas City
G-K Warehouses, Inc.
Transit Whses., Inc.
Wichita
United Warehouse Company
Yellow Van Moving & Stge. Co.

KENTUCKY

Louisville
Louisville Public Whse. Co.
Mid-Land Warehouse Co., Inc.
Winchester
Winn Avenue Whses., Inc.

LOUISIANA

New Orleans
H. G. Bauer Mvg. & Stge.
Commercial Term'l Whse., Inc.
Gulf Shipside Storage Corp.
Hayes Drayage & Storage, Inc.
Jackson Warehouses, Inc.
Maloney Tking. & Storage, Inc.
Standard Warehouse Co., Inc.

Shreveport

Herrin Tfr. & Whse. Co., Inc.

MAINE

Bangor
Galt Block Warehouse Co.

MARYLAND

Baltimore
Camden Warehouses
Davidson Transfer & Stge. Co.
Rowley Whsing. & Distributing, Inc.
Western Maryland Whse. Co.

MASSACHUSETTS

Boston
Charles River Stores operated by Merchants Whse. Co.
Commodity Warehouse Corp.
Hoosac Storage & Whse. Co.
National Dock & Stge. Whse. Co.
Standard Storage Co.
Wiggin Terminals, Inc.

Lowell

Curran-Morton of Lowell, Inc.

Springfield

Pioneer Valley Refrig. Whse., Inc.

MICHIGAN

Detroit
Central Detroit Whse. Co.
Detroit Harbor Term's, Inc.
Edgar's Warehouses
Fleetwing Terminal Corp.
Grand Trunk Whse. & C. S. Co.
John F. Ivory Storage Co., Inc.
Jefferson Terminal Whse.
Lakeshore Warehouse Inc.
United States Cold Stge. Corp.
Saginaw
Central Warehouse Co.

MINNESOTA

Minneapolis
Minneapolis Terminal Whse. Co.
Security Warehouse Co.
St. Paul
Central Warehouse Co.
St. Paul Term'l Whse. Co.

MISSOURI

Joplin
Sunflower Tfr. & Stge. Co.
Kansas City
Adams Tfr. & Storage Co.
Belger Warehouse Co.
Central Storage Co.
Crooks Terminal Whses., Inc.
Evans Whse. Service
G-K Whses. Inc.
Jacobs Warehouse Co., Inc.
Kansas City Term. Whse. Co.
Midwest Terminal Whse. Co.

St. Louis

Keystone Warehousing Co.
S. N. Long Warehouse
Madison St. Term. Whse. Corp.
Rutger St. Whse., Inc.
St. Louis Terminal Whse. Co.
Tyler Whse. & Cold Stge. Co.
Warehousing Corp. of Mo., Inc.

Springfield

General Warehouse Corp.

NEBRASKA

Lincoln
Sullivan Tfr. & Stge. Co.

Omaha

Ford Stge. & Mvg. Co.
Gordon Stge. Whses., Inc.
Omaha Central Whse. Co.

NEW HAMPSHIRE

Manchester
McLane & Taylor Corp.

NEW JERSEY

Atlantic City
Atlantic Moving & Storage Co.

Bayonne

Lehigh Tank Terminal

Camden

Camden Marine Terminals

Eavenson & Levering

Elizabeth

Wheeling Transportation, Inc.

Jersey City

Cooke Warehouse Corp., J. Leo

Lackawanna Whse. Co., Inc.

Wheeling Transportation, Inc.

Newark

Federal Stge. Whses.

Lehigh Whse. & Trans. Co.

Port Newark

Lehigh Term. & Whse. Co.

Wheeling Transportation, Inc.

Trenton

Anchor Warehouse Co.

Delaware Valley Whse. Co.

NEW YORK

Brooklyn
Dock Whsing. & Bottling Center, Inc.
Empire State Whses. Co.
Buffalo
American Household Stge. Co.
Buffalo Merchandise Whses., Inc.
Keystone Warehouse Co.

Knowlton Warehouse, Inc.

Geo. Laub's Sons
Lederer Terminals
Wilson Warehouse, Inc.

Deer Park, L. I.
Pinter Warehouse, Inc.

Dunkirk
Tidewater-Cleveland Stge.
Corp.

Horseheads
Lehigh-Horseheads Whse.
Corp.

New York City
Affiliated Whse. Companies
American Chain of Whses., Inc.
Associated Warehouses, Inc.
Bowling Green Stge. & Van Co.
Chelsea Fireproof Stge. Whses.
Santini Brothers, Inc.
West Side Whses., Inc.

Richmond Hill, L. I.
Kew Gardens Stge. Whse., Inc.

Rochester
Geo. M. Clancy Carting Co.,
Inc.

Syracuse
Great Northern Whses., Inc.
King Storage Whse., Inc.
Paul-Jeffrey Company

White Plains
J. H. Evans & Sons, Inc.

NORTH CAROLINA

Charlotte
American Stge. & Whse. Co.,
Inc.
Dixie Cartage & Whsing. Co.

Raleigh
Carolina Stge. & Dist. Co.
Raleigh Bonded Whse., Inc.

NORTH DAKOTA

Fargo
Union Storage & Tfr. Co.

OHIO

Akron
Cotter Merchandise Stge. Co.

Canton
Canton Storage, Inc.

Cincinnati
Cincinnati Term. Whses., Inc.

Cleveland
Assembly Distribution Service,
Inc.

Conaty Warehouse Co.
Lederer Terminals
National Terminals Corp.
Railway Warehouses

Columbus
Central Ohio Warehouse Co.
Columbus Term. Whse. Co.
Merchandise Whse. Co.
Neilston Storage Co.
Ohio Warehouses, Inc.

Dayton
Dayton Warehouses, Inc.
Lewis & Michael, Inc.
Union Storage Co.

Toledo
Great Lakes Term. Whse. Co.
Merchants & Mfrs. Whse. Co.
Toledo Terminal Whse., Inc.

Youngstown
Lederer Terminals

OKLAHOMA

Oklahoma City
General Warehouse Corp.
O. K. Tfr. & Stge. Co.

Tulsa
General Warehouse Corp.

OREGON

Portland
Holman Transfer Co.
Oregon Transfer Co.
Rapid Transfer & Stge. Co.
Rudie Wilhelm Whse. Co.

PENNSYLVANIA

Allentown
Hummel Warehouse Co., Inc.

Butler
Nicholas Tfr. & Stge. Co.

Erie
Erie Warehouse Co.
M. V. Irwin Moving & Stge.

Harrisburg
Central Storage & Transfer Co.
Harrisburg Storage Co.
Harrisburg Warehouse Div.,
Western Whsing. Co.

Lancaster
Lancaster Storage Co.

Philadelphia
Commercial Warehousing Co.
Melville Warehouse Co.

Merchants Whse. Co.
Pennsylvania Whsing. & Safe
Deposit Co.

Terminal Warehouse Co.

Pittsburgh

Beacon Warehouse, Inc.
White Terminal Co.

Scranton
Mifflin Warehouse Co.
Quackenbush Warehouse Co.

SOUTH CAROLINA

Charleston
Berkeley Storage Co.
Charleston Whse. & Fwdg.
Corp.

Columbia
Carolina Bonded Stge. Co.

TENNESSEE

Chattanooga
Chattanooga Whse. & C.S. Co.
Cherokee Whses., Inc.

Memphis
Mayer Whse. & Term., Inc.
Midwest Terminal Whse. Co.
Poston Warehouses, Inc.
Valden Warehouse

Nashville
Bond, Chadwell Co.
Central Van & Stge. Co.

TEXAS

Corpus Christi
Crocker Transfer & Stge. Co.,
Inc.

Dallas
Dallas Transfer & Term. Whse.
Co.

El Paso
El Paso Term. Whses., Inc.
Western Warehouses

Fort Worth
Binyon O'Keefe Stge. Co.
Johnson Stge. & Van Co.
United States Cold Stge. Corp.

Houston
American Warehouses, Inc.
Houston Central Whse. & C.S.
Co.

Houston Term. Whse. & C.S.
Co.

Houston Warehouse Service,
Inc.
Patrick Tfr. & Stge. Co.

T.P.C. Stge. & Tfr. Co., Inc.
Texas Service Whse. Co.
Union Transfer & Stge. Co.
Universal Term. Whse. Co.
Wald Term. Whse. Co., Inc.

UTAH
Salt Lake City
Noyce Transfer Co.
Redman Van & Storage Co.

VIRGINIA

Norfolk
Security Storage & Van Co.
Southgate Storage Co., Inc.

WASHINGTON

Seattle
National Transfer, Inc.
Seattle Transfer Co.
Taylor-Edwards Whse. & Tfr.
Co., Inc.

Spokane
Taylor-Edwards Whse. & Tfr.
Co., Inc.

WEST VIRGINIA

Dunbar
Guaranty Storage Co.

Huntington
Service Warehouse Corp.

WISCONSIN

Eau Claire
Superior Transit Stge. Corp.

Green Bay
Leicht Tfr. & Stge. Co.

Madison
Hansen Stge. of Madison, Inc.

Milwaukee
American Warehouse Co.
Hansen Storage Co.
National Warehouse Corp.
Terminal Storage Co.

CANADA

Toronto, Ont.
Howell Warehouses Ltd.
Terminal Warehouses Ltd.
Toronto Storage Co. Ltd.

Montreal, Que.
St. Lawrence Warehouse, Inc.

BIRMINGHAM, ALA.

Established 1913

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Merchandise Storage
Warehouse, Concrete and Steel Construction—150,000
sq. ft.—sprinklered, ADT Alarm, Private siding, Frisco
railroad. Pool Car Distribution and heavy machinery
hauling.

Member of AWA—SEW&MA—AlaTA

**BIRMINGHAM, ALA.****DOC'S Transfer & Warehouse, Inc.**

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ST 2-5180 MU 2-8927

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BIRMINGHAM, ALA.**STRICKLAND TRANSFER AND WAREHOUSE CO.**A Subsidiary Of
WADE WOOD COMPANY

112 South 14th St., Birmingham

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s

**DOTHAN, ALA.****SECURITY BONDED WAREHOUSE**

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S.W. Georgia
N.W. Florida

Receiving—STORAGE—Handling.
Motor Freight Service to all points.
6-car Private Siding. Reciprocal Switching.
Efficient—Conscientious Branch House Service.

PHOENIX, ARIZ.

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Merchandise & Household Goods. Warehouse Capacity 20,000 sq. ft.
—Palletized. Pool Car Distribution—Unloaded and De-
livered Same Day. 16 car siding. Our own
fleet of trucks (22 units).

Represented by A.W.I. Agents for United Van Lines

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MOVING & WAREHOUSE**

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Offering complete warehouse service
for all types of general merchandise.

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- Pool Car Distribution
- Field Warehousing
- Free Switching
- Local Cartage Service
- Inside Truck Loading
- Private Siding —
20 Car Capacity
- Consign shipments via S.F. — S.P.
- Storage and Nationwide moving of household goods.

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American Chain of Warehouses
Allied Distribution
Member American Warehousemen's Association



LITTLE ROCK, ARK.

ARKANSAS LARGEST WAREHOUSE
Merchandise and Household Storage



FIREPROOF-CONSTRUCTED
Pool Car Distribution—Agent, Allied Van Lines

TERMINAL WAREHOUSE CO.

Member American Warehousemen's Association
American Chain of Warehouses

LITTLE ROCK

ARKANSAS



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Member of A.W.A.

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LOS ANGELES 58

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- ✓ PRIVATE SPUR TRACK—22 CAR SPOT
- ✓ A.D.T.—FIRE & BURGLAR ALARM SYSTEM
- ✓ LOW INSURANCE RATES
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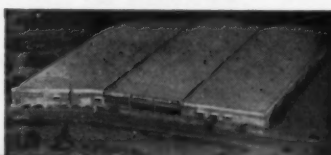
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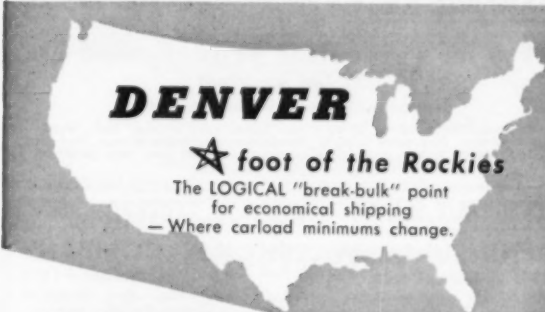
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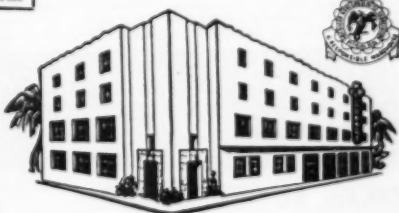
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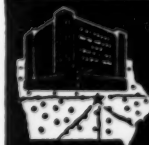
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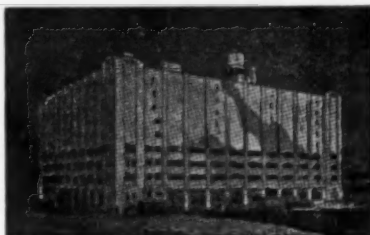
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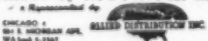
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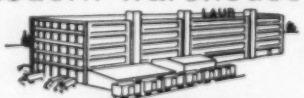
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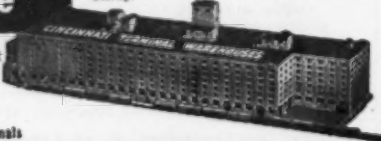
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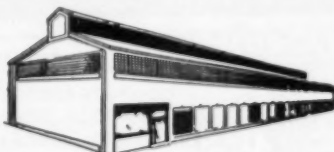
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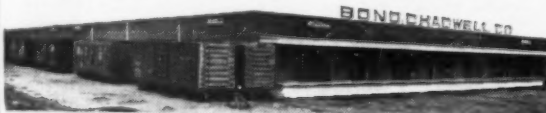
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This modern one-story property with high ceilings and unlimited floor load capacity is fully equipped with modern materials handling apparatus.
HOUSTON CENTRAL WAREHOUSE and COLD STORAGE CO.

800 Middle Street Houston 1, Texas

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

701 No. SAN JACINTO ST., HOUSTON 2
General Storage Cold Storage U. S. Customs Bonded
A. D. T. Service Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone YUkon 6-7722

Chicago Representative
Phone HArrison 7-3688

In
Houston
It's . . .

HOUSTON Warehouse Service
INCORPORATED
905 Live Oak Street
And For Pool Car Distribution
HOUSTON Freight Service
INCORPORATED
2121 Congress Avenue

A COMPLETE WAREHOUSE & DISTRIBUTION SERVICE

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

1117 VINE STREET, HOUSTON 2

Merchandise and Household Goods
Storage—Pool Car Distribution
Sprinklered—A.D.T. Watchmen
Shipside and Uptown Warehouses
A Fisher G. Dorsey Interest
Member of N.P.W.A.—State and Local Ass'n



HOUSTON, TEXAS

MERCHANDISE DISTRIBUTION
Commercial Storage
BONDED

Office Space — Parking Space
T.P.C. STORAGE & TRANSFER CO., Inc.
2301 Commerce Ave. Houston 2, Texas
31 Years Warehousing Experience

HOUSTON, TEXAS

A. C. "SPARK" CARTER
Owner & Manager

TEXAS SERVICE WAREHOUSE COMPANY

702 & 710 Pine Street

Private Rail Sidings — All Houston Railroads
General Merchandise — Storage and Distribution
Sprinklered Throughout A.D.T. Supervisory Service

HOUSTON, TEXAS

UNION TRANSFER & STORAGE COMPANY

HOUSTON MERCHANDISE MART

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SPRINKLERED THROUGHOUT — SUPERVISED BY A.D.T.
MOST MODERN FACILITIES IN SOUTHWEST
OFFICES YEAR AROUND AIR CONDITIONED
MERCHANDISE STORAGE EXCLUSIVELY
A FISHER G. DORSEY INTEREST



HOUSTON, TEXAS

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Merchandise Storage—Pool Car Distribution—Drayage Service
A.D.T. Central Station Automatic Supervisory
Sprinkler, Waterflow, and Fire Alarm Service
Watchmen, U. S. Customs Bonded, Office Space
Represented in all principal cities by
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY
Division of UNITED STATES FREIGHT CO.
Member: AWA—SWATA

HOUSTON, TEXAS

Member: A.W.A.—S.W.A.T.A.—M.W.A.

WALD TERMINAL WAREHOUSE CO., Inc.

3 Bonded Warehouses — 175,000 Sq. Ft.
902-920 Live Oak St., Houston 1, Texas
Established 1914

MERCHANDISE STORAGE • POOL CAR DISTRIBUTION
Represented by: Distribution Service, Inc.
New York—Chicago—San Francisco
EXPERIENCE • SERVICE • RESPONSIBILITY



SALT LAKE CITY, UTAH

Distributors of Furniture &
Appliances Exclusively

NOYCE TRANSFER CO.

736 West 3rd South, Salt Lake City, Utah
We don't want ALL the carload distribution
JUST YOURS

SALT LAKE CITY, UTAH

Established 1890

REDMAN VAN & STORAGE CO.

136 S. 4th West Salt Lake City 1, Utah

Merchandise and Household Goods

87,000 feet on D. & R.G.W. Tracks
Free Switching. A.D.T. Fire & Burglary
Pool car distribution
Local cartage. Our own trucks

Member: AWA-NFWA-UtahWA-ATA-UtahMTA—Agents for Bakins Van Lines



Represented By
Affiliated WAREHOUSE COMPANIES
105 W. Madison St. 26 W. 44th Street
Chicago 2 MU 2-5180 New York 36 MU 2-8927



NORFOLK, VA.

Fine Warehousing Since 1914

Security Storage and Van Co.

500-530 FRONT STREET

COLLECTIONS • POOL CARS • DISTRIBUTION
MOTOR VAN AND LIFT VAN SERVICE
Member: Nat'l. F.W.A. Allied Van Lines

NORFOLK, VA.

Established 1892

Phone: MADison 2-2619

SOUTHGATE STORAGE CO., INC.

SOUTHGATE TERMINAL

P. O. Box 840

**MERCHANDISE STORAGE**

- Fully Mechanical and Palletized
- Centrally Located
- Pool Car Distribution
- Private Trackage
- Custom Bonded Space
- Local Truck Delivery Service
- Negotiable Receipts

Represented By American Chain of Warehouses

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YUkon 6-7722CHICAGO
53 W. Jackson Blvd.
HARRison 7-3688

SEATTLE, WASH.

SINCE 1923

NATIONAL TRANSFER, INC.
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Storage • Cartage • Heavy Hauling • Rigging •
Moving • Pool Car Distribution Serving the
Adjacent Territory Daily
We Solicit Inquiries for Further Information

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WAREHOUSES IN:
Tacoma Portland
Seattle Medford
Spokane Eugene
Butte Reno
Helena Vancouver
Boise San Francisco

**SEATTLE
TRANSFER CO.**
2 HANFORD STREETLLOYD TRANSFER CO.
Pool Car DivisionSTANDARD WAREHOUSE CO.
Storage Division

SEATTLE, WASH.

**TAYLOR-EDWARDS
WAREHOUSE & TRANSFER CO., INC.**

1020 Fourth Avenue South

Seattle 4

WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SPOKANE, WASH.

**TAYLOR-EDWARDS
WAREHOUSE & TRANSFER CO., INC.**

800 N. Hamilton St.

Spokane 11

WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

...Spotlight

(Continued from Page 105)

Men in the Spotlight

Charles L. Cummings—named district manager for Montana, Nebraska, North Dakota, and Wyoming territories of Aero Mayflower Transit Co.

Charles R. Israel—elected head of the National Accounting and Finance Council, American Trucking Assns., Washington, D. C.

Carroll F. Genovese—executive secretary, Movers' and Warehousemen's Assn. of America, Inc., to tour Europe and attend symposiums in Frankfurt, Germany; Paris, France; London, England; and Copenhagen, Denmark.

William W. Ward—receives honorary Doctor of Humanities degree, Saint Francis College, Loretto, Pa.

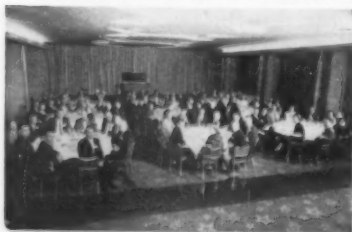
Les T. Mullette—named administrative assistant to general manager, Atlas Van Lines, Inc., Chicago.

P. C. Herried—promoted to vice president—finance, D. H. Overmyer Warehouse Co., Toledo, Ohio.

Arthur N. Ellston (shown)—appointed in charge of agency relations for Atlas Van Lines, Inc., Chicago; Richard E. Oehser—Eastern district manager; and E. J. Cox—Southern district manager.



Affiliated Companies Meet



Members of Affiliated Warehouse Companies, Inc., and Affiliated Cold Storage Companies, Inc., and their wives attended the American Warehousemen's Assn. Convention in Washington recently. The Affiliated groups jointly held their sixth Annual Meeting

Hawaii Refrigerated Whse.



The Hawaiian Cold Storage Co., Honolulu, recently placed in operation a new 300,000 cu ft refrigerated warehouse, the first major cold storage warehouse built on the islands in about 40 years. The new facility is located adjacent to the port and near Hawaii's military installations. It is served by the Oahu Railroad

Warehouse Briefs

Global Van Lines, Inc., has added 36 firms to its world-wide agent organization. New members are: E. E. Ward Transfer and Storage Co., Columbus, Ohio; Quinn Moving and Storage Co., Temple, Texas; All States Moving and Storage Co., Clearfield, Utah; Ethington Transfer, Inc., Mattoon, Ill.; Global Van and Storage Co., Pritchardville, S. C.; Morgan Storage and Van Co., Chicago, Ill.; Mills Movers, Inc., Mount Vernon, Wash.; Shore Road Storage Co., Inc., Brooklyn, N. Y.; Gene Sanders Moving and Storage, Mena, Ark.; H. B. Kidd, St. Albans and South Charleston, W. Va.; J. K. Vreeland Moving and Storage, Scotch Plains, N. J.; T. E. Mockford Moving and Storage, Indianapolis, Ind.; Lincoln Van and Storage Co., Los Angeles, Calif.; E. J. Decker and Sons Moving and Storage, Trenton, Ky.; Perry Transfer and Storage, Shreveport, La.; Statewide Express Co., Newport, R. I.; Red Provencher Express Co., Inc., Danvers and Salem, Mass.; Capitol Storage and Transfer, Little Rock, Ark.; Hubbard Van and Storage, Santa Maria, Calif.; Simpson Trucking Co., Inc., Stoughton, Mass.; T and R Movers, Chicago, Ill.; Perry Transfer and Storage Co., Tyler, Texas; and Wimberly Transfer Co., Valdosta, Ga.

Also, Gillian's Moving and Storage Co., Baltimore, Md.; Beacon Movers, Omaha, Neb.; Segrest Transfer Co., Bessemer, Ala.; Ultra Moving and Storage Co., Portland, Ore.; W. C. Mason, Lynn, Mass.; Georgia Van and Storage, Inc., Atlanta, Ga.; Safeway Moving and Storage, Fort Walton Beach, Fla.; Haygood Transfer Co., Montgomery, Ala.; Pool Transfer and Storage Co., Austin, Texas; and John Vollmer, Brookfield, Wis.

and Firms are Arranged Alphabetically

**CHARLESTON, W. VA. Is Profitable
WAREHOUSING: For You**

**TRANSIT—POOL CAR—AREA CARTAGE
Guaranty Storage**

Office 100 10th St., Dunbar, W. Va. PO 8-4582
N.Y.C. and C.&O. Sidings—Reciprocal Switching

HUNTINGTON, W. VA.

Telephone: JACKSON 5-1242

SERVICE WAREHOUSE CORP.

550 27th St. Huntington, W. Va.
Merchandise Storage

Modern, one-story Concrete and Masonry building—73,000
sq. ft. Sprinklered. Private siding 10 car cap. A modern
transit storage distribution center.

Represented by Associated Warehouses, Inc., N. Y. & Chicago



EAU CLAIRE, WIS.

Serving Industry—Agriculture—Dairying

**Superior
TRANSIT STORAGE CORPORATION**

A superior storage service, DISTRIBUTION—TRANSIT—WAREHOUSING
from Eau Claire, proven distribution hub of central-western and northern
Wisconsin. Operating with a service attitude and with pride-in-workmanship.
5 car Chicago & North Western siding—7 truck doors.

SUPERIOR TRANSIT STORAGE CORPORATION
Tele. Temple 2-1191 P. O. Box 423, 319 Putnam St., Eau Claire, Wisconsin

GREEN BAY, WIS.

ESTABLISHED 1903

**LEIGHT TRANSFER &
STORAGE CO.**

1401-55 S. STATE ST. • GREEN BAY • WIS. •



Merchandise Storage
Pool Car Distribution
Transit Storage
Household Goods Storage
Heated—Unheated—Yard
Storage
Waterfront Facilities
Stevedore Services

U. S. Customs, State and
Public Bonded
70 Car Track Capacity
Modern Handling Equip-
ment
Private Siding on CANW
CMS&P, G&W Lines
Reciprocal Switching all
lines

Complete local and over-the-road truck services
with 70 units of all types of equipment, including
low-bed trailers, winches and cranes.

AERO-MAYFLOWER MOVING AND STORAGE

MADISON, WIS.

2302 Darwin Road
Phone Cherry 4-6255

HANSEN STORAGE

OF MADISON, INC.

MODERN ONE STORY OPERATION

MILWAUKEE, WIS.

Private Phone: BRoadway 1-8930

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General Office—525 E. Chicago St.

3 Clean, Well-Equipped Warehouses
Pool Car/Truck Distribution Specialists

Customer Preference—Our Best Reference
Private Siding: C & NW Ry.
3rd Ward Dist.

MILWAUKEE, WIS.

—Phone BRoadway 1-7091

TERMINAL STORAGE CO.

100-112 W. Seeboth St.
Milwaukee 4, Wisconsin

Cooler, Freezer and General Merchandising Storage
Deep Water Dock, Private Siding
on C.M.St.P. & P.R.R.

**HANSEN
STORAGE CO.**
124 N. JEFFERSON ST.
MILWAUKEE, WIS.
WISCONSIN'S
LARGEST AND
MOST MODERN
AFFILIATE — HANSEN STORAGE OF MADISON INC.

National Warehouse Corp.

MILWAUKEE'S FINEST



A SOLID BLOCK OF
RESPONSIBLE WAREHOUSING

ALSO LEASE RENTALS OF
WHOLE BLDGS. OR PARTS
SO. WATER & E. BRUCE STREETS

TORONTO, ONT.

Established 1913

**TORONTO'S LARGEST
Merchandise Storage and Distribution Specialists**



HOWELL WAREHOUSES LIMITED

Head Office: 156 FRONT ST. WEST, TORONTO, CANADA
Telephone: EMpire 4-0111

Member of Canadian Warehousemen's Association
Represented by Allied Distribution, Inc.—Chicago, Ill., & New York, N. Y.

TORONTO, ONTARIO

TERMINAL WAREHOUSES LIMITED

1,000,000 Square Feet

Refrigerated Storage
Office Space
Stevedoring
Ball Sidings
Fireproof

Merchandise Storage
Field Warehousing
Cartage

Free Switching
Lowest Insurance

207 Queen's Quay - EM: 3-3411



TORONTO, ONT.

ENQUIRIES INVITED

TORONTO STORAGE CO. LIMITED
(Established 1916)

2/16 Berkeley St. Toronto 2, Ont.
General Merchandise—Bonded & Free
1,500,000 cubic feet. Sprinklered.
Private Siding. Efficient Loading Facilities
Company Owned Trucks.
Members of Canadian Warehousemen's Association.
"Our Clients do the selling—we do the rest."

MONTREAL, QUE.

St. LAWRENCE WAREHOUSE INC.



1-VAN HORNE AVENUE, MONTREAL, CANADA
200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED
IN THE EXACT CENTER OF THE CITY OF MONTREAL
Canadian Customs Bonded. Private Siding — 8 Car
Capacity — Free Switching — All Railroad Connections
Represented by
ALLIED DISTRIBUTION, INC.
CHICAGO, ILL. NEW YORK, N. Y.



UNION PACIFIC RAILROAD

OMAHA 2, NEBR.

CLASSIFIED ADVERTISING

RATES: 20¢ a word — \$5 minimum

SITUATIONS WANTED

MATERIAL HANDLING - WAREHOUSING — Experienced, energetic, resourceful, excellent background in production, cost reduction, material handling, warehousing, traffic, inventory control, labor management. Write Box 242, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

TRAFFIC ASSISTANT — Young married man, recently from Ireland, desires position in industry or carrier traffic department.

Willing, conscientious, not afraid to work hard. Salary open. Main objective is opportunity to pursue career in traffic profession. Education includes course in traffic management just completed with general Grade A average.

Experience includes position in industrial traffic department in Ireland.

Prefer to locate in Greater Philadelphia area.

GEORGE E. MACKEN

46 East Coulter Street Philadelphia 44, Pa.

PACKAGING ENGINEER — Manufacturer wants consultant for industrial packaging house organ. Applicant for this part-time position must have broad experience with shipping containers, including packaging for foreign shipments.

Assignments will include articles on packaging techniques, preparation of booklets on selected shipping problems, and semi-annual talks to sales staff on fundamental problems connected with large variety of industrial products being shipped via air, rail, highway and water transportation. Write Box 244, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

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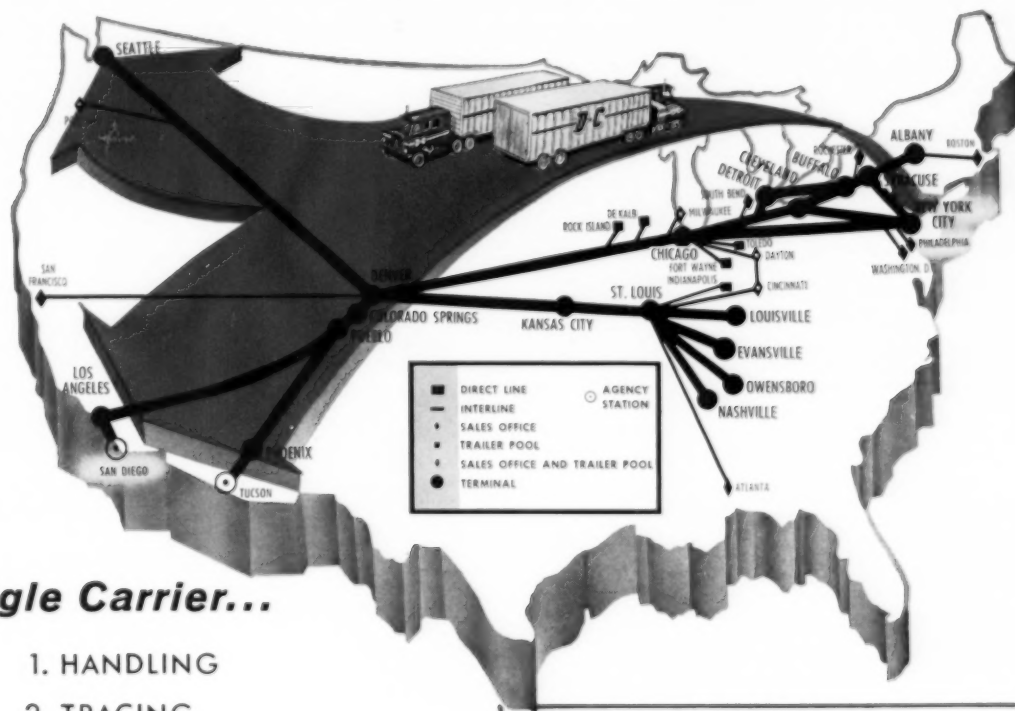
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Specify

D'C THE ONLY DIRECT COAST-TO-COAST CARRIER!

*...one carrier responsibility ALL THE WAY
with **NON-STOP, 2-MAN SLEEPER CABS***



Single Carrier...

1. HANDLING
2. TRACING
3. INSURANCE
4. SAFETY
5. DELIVERY INFORMATION

D'C DENVER CHICAGO
TRUCKING CO., INC.

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Buffalo, New York RE. 3910	Nashville, Tenn. CH. 2-5284
Chicago, Illinois LA. 3-7440	New York, New York. LO. 4-3320
Cleveland, Ohio SH. 9-1666	(N. Bergen, N. J. . . . UN. 3-0900
Cola. Springs, Colo. . . ME. 2-1486	Owensboro, Kentucky MU. 3-5363
Denver, Colorado . . . DU. 8-4567	Phoenix, Arizona AL. 8-5321
Detroit, Michigan . . . VI. 3-9505	Pueblo, Colorado LI. 3-4425
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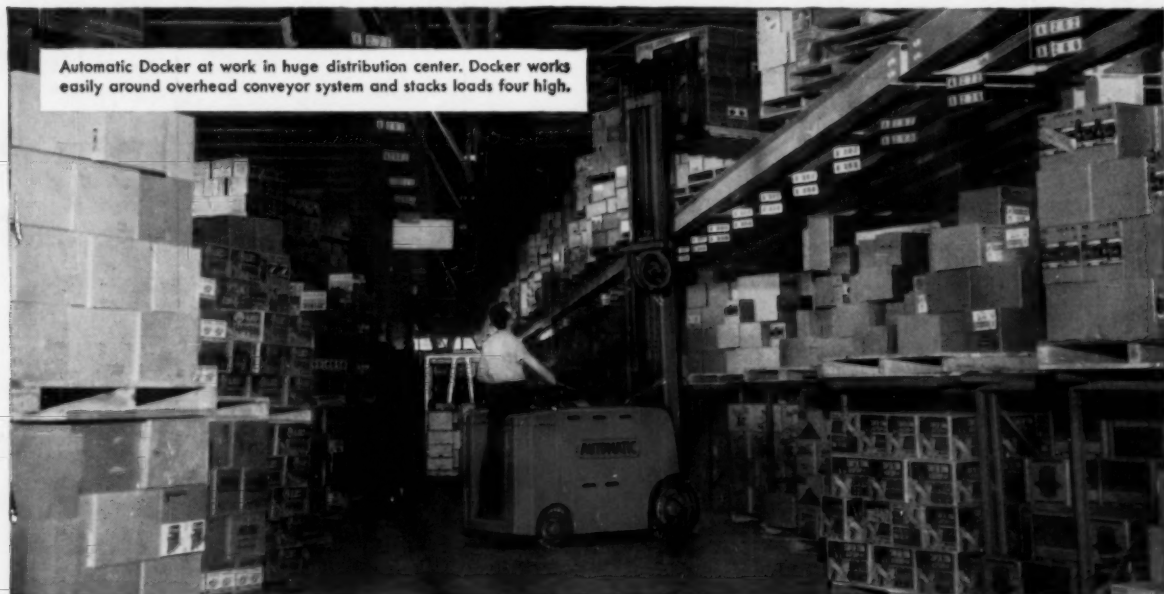
OFF-LINE SALES OFFICES:

Atlanta	**DeKalb, Ill.	Philadelphia	San Francisco
Boston	**Ft. Wayne	*Portland, Ore.	South Bend, Ind.
**Cincinnati	**Indianapolis	Rochester, N.Y.	**Toledo
*Dayton	*Milwaukee	**Rock Island, Ill.	Washington, D.C.

*With Trailer Pool

**Trailer Pool Only

AUTOMATIC



Automatic Docker at work in huge distribution center. Docker works easily around overhead conveyor system and stacks loads four high.

You Can Forget Congested Area Handling Problems ... When the Electric End Control "DOCKER" Moves In!

Heavy loads, congested areas? No problem, if you have an Automatic Docker on the job. Because of its compact, stand-up, end-control design, the Docker has superior maneuverability. It can work easily in any type of congested area: on shipping docks, inside trailers or box cars, in narrow aisles. It lets you load, unload, move and stack with the speed and efficiency you want!

Small as it is, the Docker provides safety and convenience for the operator. Maximum stability is provided by 4-wheel suspension and low center of gravity. Superior productivity is made possible by fast lift and travel speeds. Available in capacities from 1500 lbs. to 4000 lbs.

Investigate the advantages the Docker offers you and learn how it can cut your materials handling costs to a minimum. Send for our informative, illustrated booklet. Just mail the coupon.

Advanced Materials Handling at Less Cost to You



**AUTOMATIC
TRANSPORTATION COMPANY**

Division of The Yale & Towne Manufacturing Company

115 W. 87th St., Dept. H-9, Chicago 20, Illinois

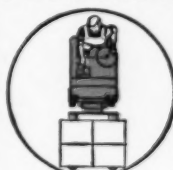
WORLD'S LARGEST EXCLUSIVE BUILDER OF ELECTRIC-DRIVEN INDUSTRIAL TRUCKS

Look at the PLUS Features Docker Gives You



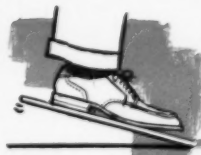
LOW BACK STEP

Safer, less tiring; easier for operator to handle quick on-and-off operations.



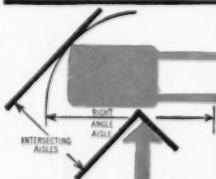
FULL VISIBILITY

Gives operator clear, uncluttered view of surrounding area for maximum safety.



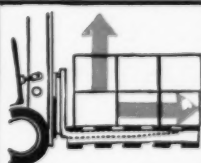
SAFETY BRAKE CONTROL

Brake is on when foot is raised. Prevents costly accidents and collisions.



ZERO INSIDE TURN RADIUS

Maneuvers easily and quickly in cramped, congested quarters.



INCHING CONTROL

Foot-controlled inching operates truck in low speed while load is raised.



NO GAS FUMES

Quiet-operating electric power means no toxic gas fumes or noise in congested areas where other employees are working.

- ☐ Rush complete information on Automatic DOCKER of ___ lbs. capacity.
☐ Full details on Lease and convenient Budget-Purchase Plans.

Name _____ Title _____

Firm Name _____

Address _____

City & Zone _____ State _____

Circle No. 28 on Card, Facing Page 55, for more information